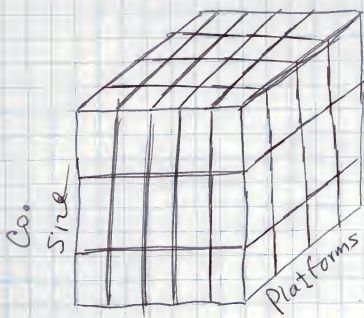


(A)

# Manufacturing Applications Software

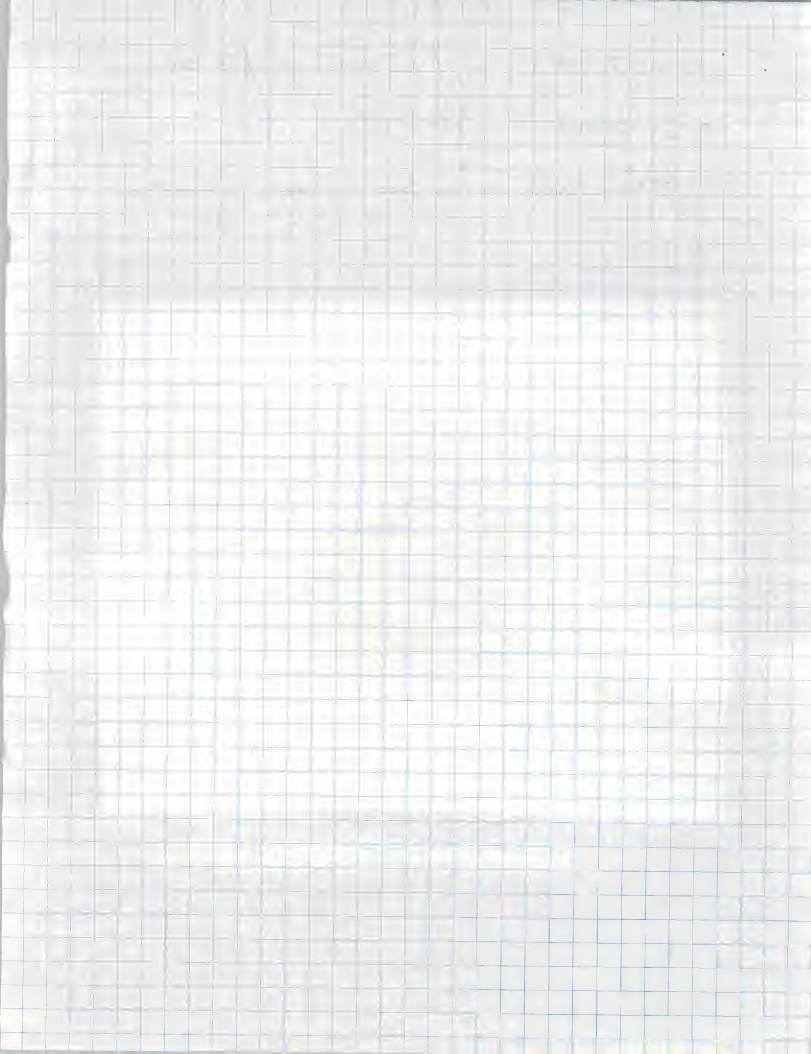
- 8 Segments (Verticals)
- ~ 60 data cells per segment (example below)



60 cells

Functions  
(Enterprise,  
Execution)

- US
- Europe
- Rest-of world



# U.S. Application Software Market 1992-1997 (B)

Data Availability:

SW mkt Size, Growth (All Apples)	Individual Functional Applications Size, Growth	Co. Size	Co. Size Behavior	Platform Analysis
--	---	-------------	----------------------	----------------------

Automotive

A

A

Electronic

A

A

Equipment/Comp

A

A

Consumer Mfg

A\*

B\*

A\*

B\*

Food/Phy Goods

A\*

B\*

A\*

B\*

Wholesale Dist

A\*

A\*

A\*

B\*

Chemicals

A

B

A

B

Pharmaceutical

A

B

A

B

Retail

A\*

A\*

A\*

B\*

All Process

A

A

B

All Discrete

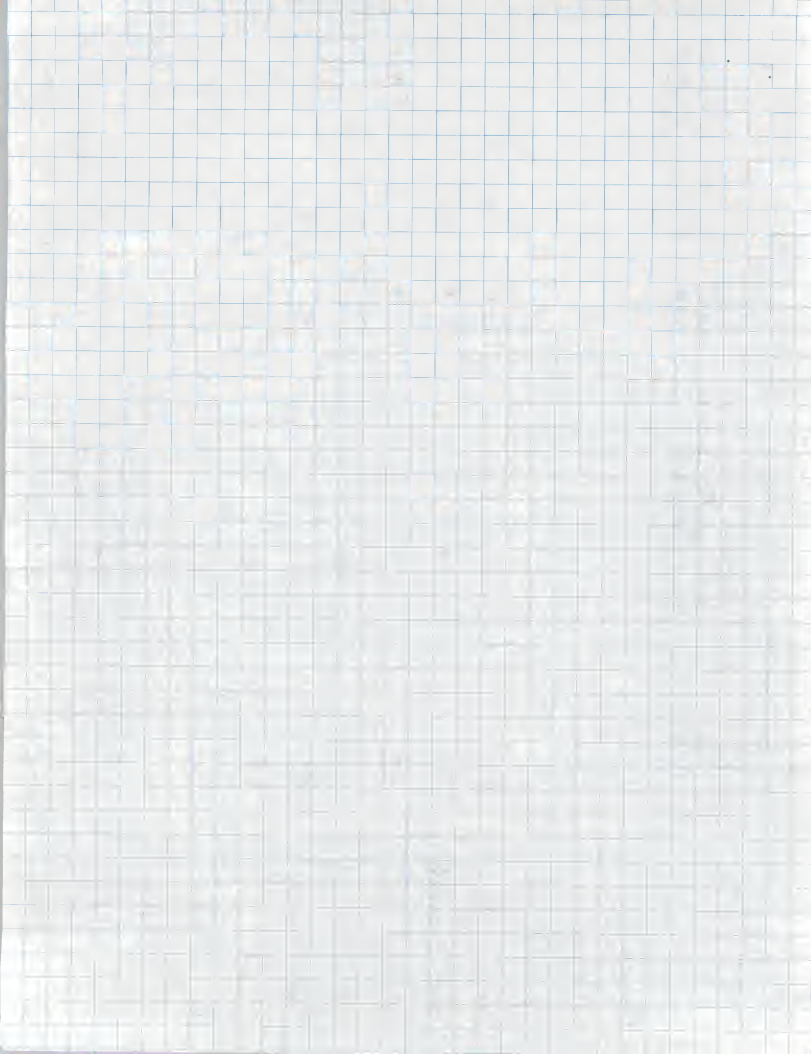
A

A

B

Key: A: Exists with relatively small additional analysis  
 B: Have most data necessary; may require supplemental research  
 blank: Requires primary research

\*: Depends on SIC definition



# INPUT®

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050  
Fax (201) 801-0441

## FAX TRANSMITTAL FORM

Date: 1/4/7  
To: Name: Tom Moldauer  
Tel./Location: 8743  
Co.: Andersen  
Fax No: 507-0570  
From: Tom O'Flaherty  
Subject: Response to Request

Confidential: Y / N  
Urgent: ☒ Y / N

Page: 1 of       

File: Chron  
Contact  
Other:

As you can see, this is very informal  
(purposely so, given the many impediments  
in the request)

There is supposed to be a meeting w/2  
parties on this Tues pm

My understanding is that this is just a  
first pass to establish overall parameters





*Markus Johnson*  
*James 312-507-6668*

## MARKET ANALYSIS MANUFACTURING SOFTWARE

### Assumptions:

Worldwide data

Projected sales are in dollars

Data is stratified by industry segment (for 8 identified industries)

*(work for Jean Davis)*

### General Questions:

#### Industrial

Automotive

3700-3799

Electronics/hi tech

3600-3699

Heavy Equipment/construction

3500-3599

Consumer manufacturing

#### Consumer

Food and packaged goods mfg

Wholesale distribution

#### Process/energy

Chemicals

28-2898 not 2834

Pharmaceutical

2834

*for 312 507 2548*

Can you provide data for the questions below based on 2 digit SIC codes or 4 digit SIC codes and what is the cost differential for each kind of research?

Can the data be stratified by size of company (dollar volume)?

*yes*

\* Can the data be stratified by the functional use of the software? (e.g. we don't want to end up with data related to CAD software packages)

\* Can the data be stratified by hardware platform? (e.g. we don't want to end up with data related to software that runs on PCs.)

How far out into the future can data be projected?

*5 yr*

*92-97*

### Specific Questions for Research Companies:

1. What are projected software sales through the year 2000?

2. What are projected software sales through the year 2000 for each category of software listed below?  
 Enterprise (for example MRP (manufacturing resource planning) software. Does planning at overall level)

Execution (for example, shop floor control software which tracks detailed manufacturing work steps from one operation to the next). This is lower level of detail step than execution systems

Plant monitoring (For example machine cleaning software products) We don't want to develop software for this category. We want to exclude them from our analysis of market.

3. What are the projected growth percentages for each industry through 2000?

What we would like to know by 12/8 morning:

Does this information already exist?

Is it possible to get this information?

*Not to this level*





Cost?

How long will it take?



01/15/93

17:44

201 801 0441

INPUT

001

\*\*\*\*\*  
\*\*\* ACTIVITY REPORT \*\*\*  
\*\*\*\*\*

TRANSMISSION OK

TX/RX NO.

1050

CONNECTION TEL

13125071043

CONNECTION ID

START TIME

01/15 17:39

USAGE TIME

04'57

PAGES

9

RESULT

OK



# INPUT

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050  
Fax (201) 801-0441

## FAX TRANSMITTAL FORM

Date: Jan 15  
To: Name: Susan Erdman/Lisa Lane  
Tel./Location: 312-507-4928  
Co.: Andersen  
Fax No: 312-507-1043  
From: Tom O'Leary  
Subject: "Quantitative" Deliverables

Confidential: Y/N  
Urgent: Y/N

Page: 1 of 9

File: Chron  
Contact  
Other:

(#5)

US Segments

- 3 Industrial (still owe you subtotal)
- 2 Consumer "
- 2 Process "
- X-Industry

Also owe you :

- U.S. Total ("Andersen Sectors") } Monday
- Breakouts by company size



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									
TURNKEY SYSTEMS	140	155	170	186	204	225	249	274	10%
EQUIPMENT	66	70	75	80	84	90	100	107	7%
SOFTWARE PRODUCTS	52	59	65	73	80	90	100	111	11%
APPLICATIONS	45	51	56	64	71	80	88	98	11%
SYSTEMS	7	8	8	9	10	11	12	13	9%
PROFESSIONAL SERVICES	22	26	31	34	40	45	49	56	13%
APPLICATIONS SOFTWARE PRODUCTS	98	111	126	143	165	190	219	254	15%
MAINFRAME	19	21	22	23	25	26	28	30	6%
MIDRANGE	52	58	63	68	76	84	93	103	10%
WORKSTATION/PC	27	33	41	51	64	80	98	122	24%
PROFESSIONAL SERVICES	223	244	267	293	320	351	384	421	9%
CONSULTING	56	61	69	77	87	99	111	125	13%
CUSTOM SOFTWARE	135	147	157	171	185	198	212	228	8%
EDUCATION/TRAINING	33	36	41	45	49	54	61	68	11%
SYSTEMS INTEGRATION	57	67	81	98	118	146	177	214	21%
EQUIPMENT	20	23	28	34	41	50	61	74	21%
APPLICATION SOFTWARE	3	4	4	5	6	8	9	11	21%
SYSTEM SOFTWARE	1	1	2	2	2	3	4	4	22%
PROFESSIONAL SERVICES	31	37	45	54	65	80	97	118	21%
OTHER	2	2	3	3	4	5	6	7	21%
TOTAL	518	577	644	720	807	912	1028	1163	12%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
ELECTRONICS									
TURNKEY SYSTEMS	448	496	545	596	653	721	796	876	10%
EQUIPMENT	210	223	240	256	268	289	318	342	7%
SOFTWARE PRODUCTS	166	188	207	233	257	289	319	355	11%
APPLICATIONS	142	164	180	205	226	255	281	313	11%
SYSTEMS	23	24	27	28	31	34	38	42	9%
PROFESSIONAL SERVICES	72	84	98	107	129	143	158	179	13%
APPLICATIONS SOFTWARE PRODUCTS	315	356	404	458	527	608	701	813	15%
MAINFRAME	61	66	71	75	79	84	89	95	6%
MIDRANGE	167	185	202	219	244	270	298	328	10%
WORKSTATION/PC	86	105	131	164	205	254	313	390	24%
PROFESSIONAL SERVICES	713	781	855	936	1024	1122	1228	1347	9%
CONSULTING	178	195	221	247	277	315	354	399	13%
CUSTOM SOFTWARE	431	472	502	546	591	633	678	729	8%
EDUCATION/TRAINING	104	114	132	143	156	173	196	219	11%
SYSTEMS INTEGRATION	182	215	259	313	377	466	566	686	21%
EQUIPMENT	63	75	90	108	130	161	196	237	21%
APPLICATION SOFTWARE	9	11	13	16	20	24	29	36	21%
SYSTEM SOFTWARE	4	4	5	6	8	9	12	14	22%
PROFESSIONAL SERVICES	100	118	142	172	207	256	311	377	21%
OTHER	6	7	8	10	12	15	18	22	21%
TOTAL	1658	1847	2062	2303	2582	2917	3291	3722	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
INDUSTRIAL/CONSUMER MFG									
TURNKEY SYSTEMS	1393	1542	1695	1856	2034	2245	2478	2728	10%
EQUIPMENT	655	694	746	798	833	898	991	1064	7%
SOFTWARE PRODUCTS	516	586	644	724	800	901	994	1105	11%
APPLICATIONS	443	510	560	637	704	794	875	975	11%
SYSTEMS	72	76	84	87	96	107	119	130	9%
PROFESSIONAL SERVICES	223	262	305	334	400	446	492	558	13%
APPLICATIONS SOFTWARE PRODUCTS	980	1108	1256	1425	1641	1892	2181	2530	15%
MAINFRAME	191	204	220	233	245	261	277	295	6%
MIDRANGE	521	577	627	682	758	839	929	1022	10%
WORKSTATION/PC	268	327	408	510	638	792	975	1213	24%
PROFESSIONAL SERVICES	2221	2430	2661	2914	3189	3491	3823	4191	9%
CONSULTING	554	607	687	767	864	981	1102	1241	13%
CUSTOM SOFTWARE	1342	1469	1562	1701	1838	1971	2111	2269	8%
EDUCATION/TRAINING	324	355	412	446	487	539	611	681	11%
SYSTEMS INTEGRATION	566	670	807	973	1173	1451	1761	2136	21%
EQUIPMENT	196	232	279	337	406	502	609	739	21%
APPLICATION SOFTWARE	29	35	42	50	61	75	92	111	21%
SYSTEM SOFTWARE	11	13	16	20	24	29	36	44	22%
PROFESSIONAL SERVICES	311	368	443	534	644	797	967	1173	21%
OTHER	18	22	26	32	38	47	57	69	21%
TOTAL	5159	5750	6419	7168	8037	9080	10242	11585	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CONSUMER									
FOOD & CPG									
TURNKEY SYSTEMS	61	67	74	82	90	99	109	120	10%
EQUIPMENT	29	32	36	39	43	47	52	57	10%
SOFTWARE PRODUCTS	22	24	27	29	32	36	39	43	10%
APPLICATIONS	19	21	23	25	28	31	34	37	10%
SYSTEMS	3	3	4	4	4	5	5	6	10%
PROFESSIONAL SERVICES	10	11	12	13	14	16	17	19	10%
APPLICATIONS SOFTWARE PRODUCTS	89	102	118	136	158	184	220	258	16%
MAINFRAME	19	20	21	22	23	25	31	33	9%
MIDRANGE	34	38	42	47	52	58	64	71	11%
WORKSTATION/PC	36	44	55	67	83	102	125	154	23%
PROFESSIONAL SERVICES	233	265	292	319	350	383	420	462	10%
CONSULTING	56	64	73	83	92	104	118	133	13%
CUSTOM SOFTWARE	144	162	173	188	205	221	237	256	8%
EDUCATION/TRAINING	33	39	45	49	53	59	65	72	11%
SYSTEMS INTEGRATION	19	40	44	50	57	66	75	86	14%
EQUIPMENT	8	17	19	22	25	29	33	38	14%
APPLICATION SOFTWARE	1	1	1	1	2	2	2	2	13%
SYSTEM SOFTWARE	1	1	1	1	2	2	2	2	13%
PROFESSIONAL SERVICES	9	19	21	24	27	31	36	40	14%
OTHER	1	1	1	1	2	2	2	2	13%
TOTAL	402	474	528	587	655	732	824	925	12%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
WHOLESALE									
TURNKEY SYSTEMS	487	522	559	604	653	683	731	783	7%
EQUIPMENT	229	235	246	260	268	273	292	306	4%
SOFTWARE PRODUCTS	180	198	212	236	257	274	293	317	8%
APPLICATIONS	155	173	185	207	226	242	258	280	8%
SYSTEMS	25	26	28	28	31	33	35	37	6%
PROFESSIONAL SERVICES	78	89	101	109	128	136	145	160	10%
APPLICATIONS SOFTWARE PRODUCTS	527	587	662	743	845	958	1083	1243	13%
MAINFRAME	245	255	268	275	287	298	317	331	4%
MIDRANGE	122	137	152	168	186	200	226	250	11%
WORKSTATION/PC	160	195	242	300	372	460	540	662	23%
PROFESSIONAL SERVICES	351	380	409	439	472	505	542	583	7%
CONSULTING	81	88	98	109	122	135	148	164	11%
CUSTOM SOFTWARE	217	235	248	260	273	286	297	311	5%
EDUCATION/TRAINING	53	57	63	70	77	84	97	108	11%
SYSTEMS INTEGRATION	156	182	210	243	285	332	384	446	16%
EQUIPMENT	54	63	73	84	99	115	133	154	16%
APPLICATION SOFTWARE	6	7	8	9	11	13	15	17	16%
SYSTEM SOFTWARE	5	6	7	8	9	11	12	14	15%
PROFESSIONAL SERVICES	87	101	117	136	159	185	214	249	16%
OTHER	4	5	5	6	7	8	10	11	15%
TOTAL	1521	1671	1840	2029	2255	2478	2740	3055	10%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PROCESS									
CHEMICAL									
TURNKEY SYSTEMS	56	61	68	74	82	90	99	109	10%
EQUIPMENT	27	29	32	36	39	43	47	52	10%
SOFTWARE PRODUCTS	20	22	24	27	30	32	36	39	10%
APPLICATIONS	17	19	21	23	26	28	31	34	10%
SYSTEMS	3	3	3	4	4	4	5	5	10%
PROFESSIONAL SERVICES	9	10	11	12	13	14	16	17	10%
APPLICATIONS SOFTWARE PRODUCTS	49	56	63	72	82	95	114	133	15%
MAINFRAME	17	18	19	20	21	23	28	30	9%
MIDRANGE	16	17	19	21	24	26	29	32	11%
WORKSTATION/PC	16	20	25	31	38	46	57	70	23%
PROFESSIONAL SERVICES	212	241	265	290	318	349	382	420	10%
CONSULTING	51	58	67	75	84	95	107	121	13%
CUSTOM SOFTWARE	131	148	157	171	186	201	216	233	8%
EDUCATION/TRAINING	30	35	41	44	48	53	59	66	11%
SYSTEMS INTEGRATION	17	36	40	46	52	60	69	78	14%
EQUIPMENT	8	16	18	20	23	26	30	34	14%
APPLICATION SOFTWARE	1	1	1	1	2	2	2	2	13%
SYSTEM SOFTWARE	1	1	1	1	2	2	2	2	13%
PROFESSIONAL SERVICES	8	17	19	22	25	28	32	37	14%
OTHER	1	1	1	1	2	2	2	2	13%
TOTAL	334	394	436	482	534	593	663	739	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PHARMACEUTICALS									
TURNKEY SYSTEMS	11	12	14	15	16	18	20	22	10%
EQUIPMENT	5	6	6	7	8	9	9	10	10%
SOFTWARE PRODUCTS	4	4	5	5	6	6	7	8	10%
APPLICATIONS	3	4	4	5	5	6	6	7	10%
SYSTEMS	1	1	1	1	1	1	1	1	10%
PROFESSIONAL SERVICES	2	2	2	2	3	3	3	3	10%
APPLICATIONS SOFTWARE PRODUCTS	20	24	27	32	37	43	51	61	17%
MAINFRAME	3	4	4	4	4	5	6	6	9%
MIDRANGE	8	9	10	11	13	14	15	17	11%
WORKSTATION/PC	9	11	13	16	20	25	30	37	23%
PROFESSIONAL SERVICES	42	48	53	58	64	70	76	84	10%
CONSULTING	10	12	13	15	17	19	21	24	13%
CUSTOM SOFTWARE	26	30	31	34	37	40	43	47	8%
EDUCATION/TRAINING	6	7	8	9	10	11	12	13	11%
SYSTEMS INTEGRATION	3	7	8	9	10	12	14	16	14%
EQUIPMENT	2	3	4	4	5	5	6	7	14%
APPLICATION SOFTWARE	0.1	0.2	0.2	0.3	0.3	0.4	0.4	0.5	13%
SYSTEM SOFTWARE	0.1	0.2	0.2	0.3	0.3	0.4	0.4	0.5	13%
PROFESSIONAL SERVICES	2	3	4	4	5	6	6	7	14%
OTHER	0.1	0.2	0.2	0.3	0.3	0.4	0.4	0.5	13%
TOTAL	77	91	102	114	127	143	161	182	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CROSS INDUSTRY MARKETS									
MAINFRAME APPLICATION SOFTWARE									
ACCOUNTING	757	790	820	850	890	920	1000	1048	5%
EDUCATION & TRAINING	55	56	56	58	60	61	62	63	2%
ENGINEERING & SCIENTIFIC	146	158	170	185	200	215	230	248	8%
HUMAN RESOURCES	265	280	295	310	325	340	360	379	5%
OFFICE SYSTEMS	163	166	170	173	176	180	184	188	2%
PLANNING & ANALYSIS	200	216	233	252	270	287	300	320	7%
SALES & MARKETING	190	200	213	225	240	254	270	287	6%
SUB-TOTAL	1776	1866	1957	2053	2161	2257	2406	2533	5%
MINICOMPUTER APPLICATION SOFTWARE									
ACCOUNTING	560	600	630	670	710	750	800	847	6%
EDUCATION & TRAINING	26	27	27	28	28	29	29	29	1%
ENGINEERING & SCIENTIFIC	241	265	290	320	350	390	425	467	10%
HUMAN RESOURCES	265	275	295	320	345	375	400	431	8%
OFFICE SYSTEMS	565	610	660	710	768	830	895	966	8%
PLANNING & ANALYSIS	170	178	180	180	180	180	180	180	0%
SALES & MARKETING	75	80	84	90	95	100	106	112	6%
SUB-TOTAL	1902	2035	2166	2318	2476	2654	2835	3034	7%
PC/WORKSTATION APPLICATION SOFTWARE									
ACCOUNTING	933	1050	1200	1400	1600	1900	2400	2831	18%
EDUCATION & TRAINING	120	130	140	155	175	205	240	271	13%
ENGINEERING & SCIENTIFIC	264	304	350	400	460	530	610	701	15%
HUMAN RESOURCES	173	210	260	320	390	500	640	800	25%
OFFICE SYSTEMS	1672	1895	2165	2550	2900	3500	4360	5151	18%
PLANNING & ANALYSIS	1250	1500	1800	2160	2590	3110	3730	4475	20%
SALES & MARKETING	70	80	95	115	140	180	245	306	25%
SUB-TOTAL	4482	5169	6010	7100	8255	9925	12225	14536	19%
CROSS-INDUSTRY APPLIC. SOFTWARE									
ACCOUNTING	2250	2440	2650	2920	3200	3570	4200	4727	11%
EDUCATION & TRAINING	201	213	223	241	263	295	331	364	9%
ENGINEERING & SCIENTIFIC	651	727	810	905	1010	1135	1265	1416	12%
HUMAN RESOURCES	703	765	850	950	1060	1215	1400	1609	13%
OFFICE SYSTEMS	2400	2671	2995	3433	3844	4510	5439	6305	15%
PLANNING & ANALYSIS	1620	1894	2213	2592	3040	3577	4210	4976	17%
SALES & MARKETING	335	360	392	430	475	534	621	705	12%
TOTAL	8160	9070	10133	11471	12892	14836	17466	20103	14%



# THE

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## Retail - Europe

	<u>1992</u>	<u>1997</u>	<u>CAGR</u>
trans proc	150	150	0
turnkey	600	1000	11
App SW Prod	250	450	12
Prof Serv	800	1100	7
Netw Serv	200	450	18
SO	50	150	25
SI	200	400	15
Ind Sect Total	2250	3700	10

## Wholesale - Europe

	<u>1992</u>	<u>1997</u>	<u>CAGR</u>
TransProc	160	210	6
Turnkey	790	1250	10
App SW Products	320	630	15
Prof Serv.	1060	1630	9
Netw Serv	120	320	22
SO	50	105	16
SI	195	430	17
Ind Sect Total	2700	4600	11

per Roger Fulton 1/18 2:30

☉ if you used him call at home



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	2597	2856	3124	3413	3732	4082	4481	4910	9%
EQUIPMENT	1222	1289	1381	1476	1542	1649	1810	1938	7%
SOFTWARE PRODUCTS	960	1082	1184	1326	1463	1630	1789	1978	11%
APPLICATIONS	825	941	1030	1166	1286	1435	1573	1743	11%
SYSTEMS	134	141	154	160	177	195	216	235	9%
PROFESSIONAL SERVICES	415	484	559	611	727	803	881	994	13%
APPLICATIONS SOFTWARE PRODUCTS	2078	2343	2656	3009	3455	3970	4569	5290	14%
MAINFRAME	555	587	625	652	684	721	776	820	6%
MIDRANGE	921	1021	1115	1217	1352	1491	1655	1823	10%
WORKSTATION/PC	602	735	915	1140	1419	1758	2139	2648	24%
PROFESSIONAL SERVICES	3995	4387	4802	5249	5737	6270	6855	7506	9%
CONSULTING	986	1084	1228	1373	1542	1748	1960	2207	13%
CUSTOM SOFTWARE	2426	2662	2831	3072	3314	3549	3794	4073	7%
EDUCATION/TRAINING	583	642	743	805	881	973	1101	1226	11%
SYSTEMS INTEGRATION	999	1218	1449	1731	2072	2532	3045	3658	20%
EQUIPMENT	349	429	510	609	729	889	1069	1282	20%
APPLICATION SOFTWARE	49	59	70	83	101	124	150	181	20%
SYSTEM SOFTWARE	22	28	33	39	46	57	68	81	20%
PROFESSIONAL SERVICES	547	663	791	945	1132	1383	1663	1999	20%
OTHER	31	39	45	54	65	79	96	115	20%
TOTAL	9669	10804	12032	13403	14996	16854	18950	21364	12%

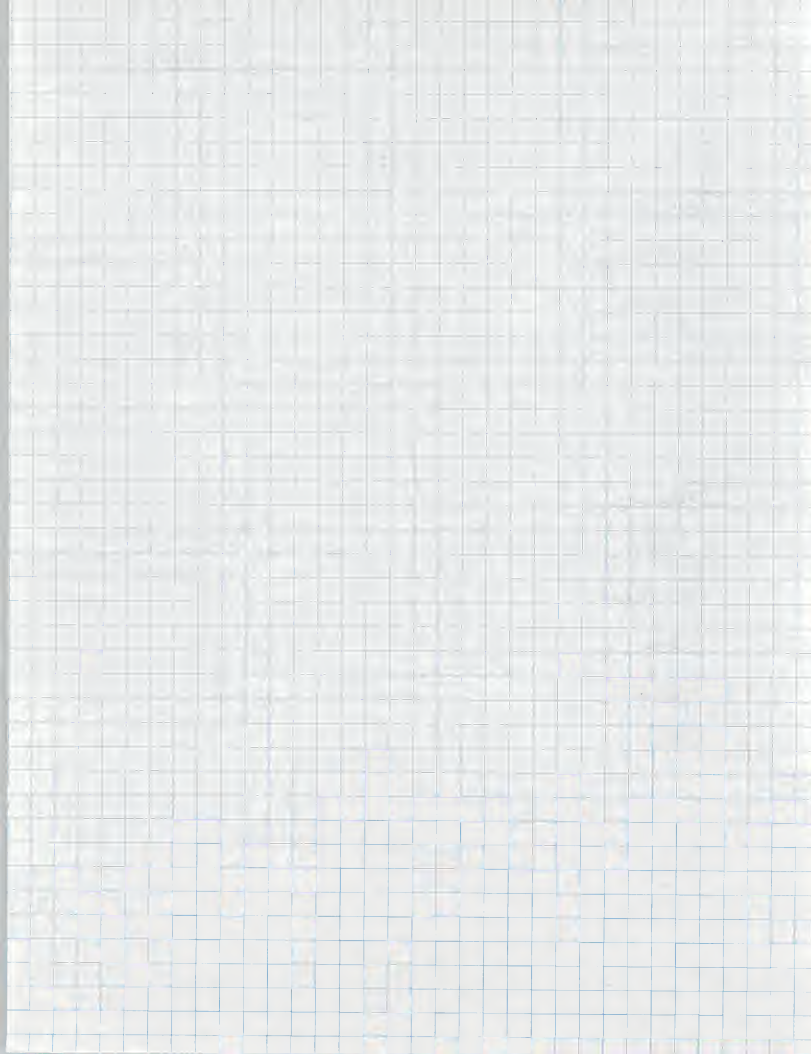


% Under \$50 MM

Japan	252
Korea	20
Taiwan	602
Hong Kong	602
Singapore	602
Australia	402

France	35
UK	40
Germany	45
Italy	40
Spain	40
Others	35

(U.S. - 40-502)





**Distribution Sector, Europe  
Software and Services Market, 1992-1997**

Subsector	\$ Millions				
	1991	'91-'92 AGR (%)	1992	'92-'97 CAGR (%)	1997
Transaction Processing	310	0	310	3	360
Turnkey Systems	1,260	10	1,390	10	2,250
Applications Software Products	490	16	570	14	1,080
Professional Services	1,740	7	1,860	8	2,730
Network Services	270	19	320	19	770
Systems Operations	80	25	100	21	255
Systems Integration	335	18	395	16	830
Industry Sector Total (Rounded)	4,500	10	4,950	11	8,300

① Breakout of each # by Wholesale & Retail (probably not same proportion for each subsector)

② Difference in growth rates by Wholesale & Retail

**INPUT**



## Retail - Europe

	<u>1992</u>	<u>1997</u>	<u>CAGR</u>
trans proc	150	150	0
turnkey	600	1000	11
App SW Prod	250	450	12
Prof Serv	800	1100	7
Netw Serv	200	450	18
SO	50	150	25
SI	200	400	15
Ind Sect Total	2250	3700	10

## Wholesale - Europe

	<u>1992</u>	<u>1997</u>	<u>CAGR</u>
Trans Proc	160	210	6
Turnkey	790	1250	10
App SW Prods	320	630	15
Prof Serv	1060	1630	9
Netw Serv	120	320	22
SO	50	105	16
SI	195	430	17
Ind Sect Total	2700	4600	11

per Roger Fulton 1/18 2:30

if you could him call at home



\*\*\*\*\*  
\*\*\* ACTIVITY REPORT \*\*\*  
\*\*\*\*\*

TRANSMISSION OK

TX/RX NO.	1084
CONNECTION TEL	13125071043
CONNECTION ID	
START TIME	01/18 14:59
USAGE TIME	01'21
PAGES	2
RESULT	OK



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Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050  
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: Jan 18

Confidential: Y/N

Urgent: ☒ Y ☐ N

Name: Susan Erdman/Lisa Lane

Tel./Location: 312-507-4928

Co.: Andersen

Page: 1 of 2

Fax No: 312-507-1043

File: Chron

Contact

From:

Tom O'Flaherty

Other:

Subject:

"Quantitative" Deliverables

Europe Wholesale





# INPUT

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050  
Fax (201) 801-0441

## FAX TRANSMITTAL FORM

Date: Jan 15 Confidential: Y/N  
Name: Susan Erdman/Lisa Lane Urgent: (Y)/N  
Tel./Location: 312-507-4978  
Co.: Andersen Page: 1 of 1  
Fax No: 312-507-1043 File: Chron  
From: Tom OFleherly Contact  
Subject: "Quantitative" Deliverables Other:

There are 6 fax transmitters following.

- | # | Contents                                 |
|---|--|
| 1 | Europe - Segments                        |
| 2 | " - 5 large countries                    |
| 3 | " 11 small countries                     |
| 4 | AIP - 5 countries                        |
| 5 | U.S. - Individual vert. segments + X-1/d |
| 6 | Regional Summaries                       |

### Still to Come

- U.S. Summaries & breakdowns by Co. size (see #5 for detail)
- 1997 Europe & Asia figures by country



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									0.12
TURNKEY SYSTEMS	17	19	20	22	25	27	30	33	10%
EQUIPMENT	8	8	9	10	10	11	12	13	7%
SOFTWARE PRODUCTS	6	7	8	9	10	11	12	13	11%
APPLICATIONS	5	6	7	8	8	10	11	12	11%
SYSTEMS	1	1	1	1	1	1	1	2	9%
PROFESSIONAL SERVICES	3	3	4	4	5	5	6	7	13%
APPLICATIONS SOFTWARE PRODUCTS	12	13	15	17	20	23	26	30	15%
MAINFRAME	2	2	3	3	3	3	3	4	6%
MIDRANGE	6	7	8	8	9	10	11	12	10%
WORKSTATION/PC	3	4	5	6	8	10	12	15	24%
PROFESSIONAL SERVICES	27	29	32	35	38	42	46	50	9%
CONSULTING	7	7	8	9	10	12	13	15	13%
CUSTOM SOFTWARE	16	18	19	20	22	24	25	27	8%
EDUCATION/TRAINING	4	4	5	5	6	6	7	8	11%
SYSTEMS INTEGRATION	7	8	10	12	14	17	21	26	21%
EQUIPMENT	2	3	3	4	5	6	7	9	21%
APPLICATION SOFTWARE	0.4	0.4	0.5	0.6	0.7	0.9	1.1	1.3	21%
SYSTEM SOFTWARE	0.1	0.2	0.2	0.2	0.3	0.4	0.4	0.5	22%
PROFESSIONAL SERVICES	4	4	5	6	8	10	12	14	21%
OTHER	0.2	0.3	0.3	0.4	0.5	0.6	0.7	0.8	21%
TOTAL	62	69	77	86	97	109	123	140	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
ELECTRONICS									0.08
TURNKEY SYSTEMS	36	40	44	48	52	58	64	70	10%
EQUIPMENT	17	18	19	21	21	23	25	27	7%
SOFTWARE PRODUCTS	13	15	17	19	21	23	26	28	11%
APPLICATIONS	11	13	14	16	18	20	22	25	11%
SYSTEMS	2	2	2	2	2	3	3	3	9%
PROFESSIONAL SERVICES	6	7	8	9	10	11	13	14	13%
APPLICATIONS SOFTWARE PRODUCTS	25	28	32	37	42	49	56	65	15%
MAINFRAME	5	5	6	6	6	7	7	8	6%
MIDRANGE	13	15	16	18	19	22	24	26	10%
WORKSTATION/PC	7	8	10	13	16	20	25	31	24%
PROFESSIONAL SERVICES	57	62	68	75	82	90	98	108	9%
CONSULTING	14	16	18	20	22	25	28	32	13%
CUSTOM SOFTWARE	34	38	40	44	47	51	54	58	8%
EDUCATION/TRAINING	8	9	11	11	13	14	16	17	11%
SYSTEMS INTEGRATION	15	17	21	25	30	37	45	55	21%
EQUIPMENT	5	6	7	9	10	13	16	19	21%
APPLICATION SOFTWARE	1	1	1	1	2	2	2	3	21%
SYSTEM SOFTWARE	0	0	0	1	1	1	1	1	22%
PROFESSIONAL SERVICES	8	9	11	14	17	20	25	30	21%
OTHER	0	1	1	1	1	1	1	2	21%
TOTAL	133	148	165	184	207	233	263	298	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PROCESS/CONSUMER MFGR									0.02
TURNKEY SYSTEMS	14	15	16	18	20	22	24	27	10%
EQUIPMENT	6	7	7	8	8	9	10	10	7%
SOFTWARE PRODUCTS	5	6	6	7	8	9	10	11	11%
APPLICATIONS	4	5	5	6	7	8	9	9	11%
SYSTEMS	1	1	1	1	1	1	1	1	9%
PROFESSIONAL SERVICES	2	3	3	3	4	4	5	5	13%
APPLICATIONS SOFTWARE PRODUCTS	10	11	12	14	16	18	21	25	15%
MAINFRAME	2	2	2	2	2	3	3	3	6%
MIDRANGE	5	6	6	7	7	8	9	10	10%
WORKSTATION/PC	3	3	4	5	6	8	9	12	24%
PROFESSIONAL SERVICES	22	24	26	28	31	34	37	41	9%
CONSULTING	5	6	7	7	8	10	11	12	13%
CUSTOM SOFTWARE	13	14	15	17	18	19	21	22	8%
EDUCATION/TRAINING	3	3	4	4	5	5	6	7	11%
SYSTEMS INTEGRATION	5	7	8	9	11	14	17	21	21%
EQUIPMENT	2	2	3	3	4	5	6	7	21%
APPLICATION SOFTWARE	0	0	0	0	1	1	1	1	21%
SYSTEM SOFTWARE	0	0	0	0	0	0	0	0	22%
PROFESSIONAL SERVICES	3	4	4	5	6	8	9	11	21%
OTHER	0	0	0	0	0	0	1	1	21%
TOTAL	50	56	62	70	78	88	100	113	12%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
DISCRETE/INDUSTRIAL MFGR									0.04
TURNKEY SYSTEMS	29	32	35	38	42	46	51	56	10%
EQUIPMENT	13	14	15	16	17	18	20	22	7%
SOFTWARE PRODUCTS	11	12	13	15	16	19	20	23	11%
APPLICATIONS	9	10	12	13	14	16	18	20	11%
SYSTEMS	1	2	2	2	2	2	2	3	9%
PROFESSIONAL SERVICES	5	5	6	7	8	9	10	11	13%
APPLICATIONS SOFTWARE PRODUCTS	20	23	26	29	34	39	45	52	15%
MAINFRAME	4	4	5	5	5	5	6	6	6%
MIDRANGE	11	12	13	14	16	17	19	21	10%
WORKSTATION/PC	6	7	8	10	13	16	20	25	24%
PROFESSIONAL SERVICES	46	50	55	60	66	72	79	86	9%
CONSULTING	11	12	14	16	18	20	23	26	13%
CUSTOM SOFTWARE	28	30	32	35	38	41	43	47	8%
EDUCATION/TRAINING	7	7	8	9	10	11	13	14	11%
SYSTEMS INTEGRATION	12	14	17	20	24	30	36	44	21%
EQUIPMENT	4	5	6	7	8	10	13	15	21%
APPLICATION SOFTWARE	1	1	1	1	1	2	2	2	21%
SYSTEM SOFTWARE	0	0	0	0	0	1	1	1	22%
PROFESSIONAL SERVICES	6	8	9	11	13	16	20	24	21%
OTHER	0	0	1	1	1	1	1	1	21%
TOTAL	1795	1515	1673	1847	2046	2275	2529	2817	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CONSUMER									
FOOD									0.05
TURNKEY SYSTEMS	10	12	13	14	15	17	19	21	10%
EQUIPMENT	5	5	6	6	6	7	7	8	7%
SOFTWARE PRODUCTS	4	4	5	5	6	7	7	8	11%
APPLICATIONS	3	4	4	5	5	6	7	7	11%
SYSTEMS	1	1	1	1	1	1	1	1	9%
PROFESSIONAL SERVICES	2	2	2	3	3	3	4	4	13%
APPLICATIONS SOFTWARE PRODUCTS	10	12	13	15	18	20	24	27	15%
MAINFRAME	1	2	2	2	2	2	2	2	6%
MIDRANGE	6	7	7	8	9	10	11	12	11%
WORKSTATION/PC	3	4	5	6	7	9	10	13	23%
PROFESSIONAL SERVICES	17	18	20	22	24	26	29	32	9%
CONSULTING	4	5	5	6	7	7	8	9	13%
CUSTOM SOFTWARE	10	11	12	13	14	15	16	17	8%
EDUCATION/TRAINING	2	3	3	3	4	4	5	5	11%
SYSTEMS INTEGRATION	4	5	6	7	9	11	13	16	21%
EQUIPMENT	1	2	2	3	3	4	5	6	21%
APPLICATION SOFTWARE	0	0	0	0	0	1	1	1	21%
SYSTEM SOFTWARE	0	0	0	0	0	0	0	0	22%
PROFESSIONAL SERVICES	2	3	3	4	5	6	7	9	21%
OTHER	0	0	0	0	0	0	0	1	21%
TOTAL	42	47	52	59	66	75	84	96	13%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CPS									0.03
TURNKEY SYSTEMS	3	3	4	4	4	5	5	6	10%
EQUIPMENT	1	1	2	2	2	2	2	2	7%
SOFTWARE PRODUCTS	1	1	1	2	2	2	2	2	11%
APPLICATIONS	1	1	1	1	1	2	2	2	11%
SYSTEMS	0	0	0	0	0	0	0	0	9%
PROFESSIONAL SERVICES	0	1	1	1	1	1	1	1	13%
APPLICATIONS SOFTWARE PRODUCTS	2	2	3	3	3	4	5	5	15%
MAINFRAME	0	0	0	0	1	1	1	1	6%
MIDRANGE	1	1	1	1	2	2	2	2	10%
WORKSTATION/PC	1	1	1	1	1	2	2	3	24%
PROFESSIONAL SERVICES	5	5	6	6	7	7	8	9	9%
CONSULTING	1	1	1	2	2	2	2	3	13%
CUSTOM SOFTWARE	3	3	3	4	4	4	4	5	8%
EDUCATION/TRAINING	1	1	1	1	1	1	1	1	11%
SYSTEMS INTEGRATION	1	1	2	2	2	3	4	5	21%
EQUIPMENT	0	0	1	1	1	1	1	2	21%
APPLICATION SOFTWARE	0	0	0	0	0	0	0	0	21%
SYSTEM SOFTWARE	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1	22%
PROFESSIONAL SERVICES	1	1	1	1	1	2	2	2	21%
OTHER	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	21%
TOTAL	11	12	14	15	17	19	22	24	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
WHOLESALE									0.18
TURNKEY SYSTEMS	88	94	101	109	118	123	131	141	7%
EQUIPMENT	41	42	44	47	48	49	53	55	4%
SOFTWARE PRODUCTS	32	36	38	42	46	50	53	57	8%
APPLICATIONS	28	31	33	37	41	44	46	50	8%
SYSTEMS	5	5	5	5	6	6	6	7	6%
PROFESSIONAL SERVICES	14	16	18	20	23	24	26	29	10%
APPLICATIONS SOFTWARE PRODUCTS	95	106	119	134	152	172	195	224	13%
MAINFRAME	44	46	48	50	52	54	57	60	4%
MIDRANGE	22	25	27	30	33	36	41	45	11%
WORKSTATION/PC	29	35	44	54	67	83	97	119	23%
PROFESSIONAL SERVICES	63	68	74	79	85	91	98	105	7%
CONSULTING	15	16	18	20	22	24	27	30	11%
CUSTOM SOFTWARE	39	42	45	47	49	51	53	56	5%
EDUCATION/TRAINING	10	10	11	13	14	15	17	19	11%
SYSTEMS INTEGRATION	28	33	38	44	51	60	69	80	16%
EQUIPMENT	10	11	13	15	18	21	24	28	16%
APPLICATION SOFTWARE	1	1	1	2	2	2	3	3	16%
SYSTEM SOFTWARE	1	1	1	1	2	2	2	2	15%
PROFESSIONAL SERVICES	16	18	21	24	29	33	39	45	16%
OTHER	1	1	1	1	1	1	2	2	15%
TOTAL	274	301	331	365	406	446	493	550	10%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PROCESS									
CHEMICAL									0.04
TURNKEY SYSTEMS	2	2	3	3	3	4	4	4	10%
EQUIPMENT	1	1	1	1	2	2	2	2	10%
SOFTWARE PRODUCTS	1	1	1	1	1	1	1	2	10%
APPLICATIONS	1	1	1	1	1	1	1	1	10%
SYSTEMS	0	0	0	0	0	0	0	0	10%
PROFESSIONAL SERVICES	0	0	0	0	1	1	1	1	10%
APPLICATIONS SOFTWARE PRODUCTS	2	2	3	3	3	4	5	5	15%
MAINFRAME	1	1	1	1	1	1	1	1	9%
MIDRANGE	1	1	1	1	1	1	1	1	11%
WORKSTATION/PC	1	1	1	1	2	2	2	3	23%
PROFESSIONAL SERVICES	8	10	11	12	13	14	15	17	10%
CONSULTING	2	2	3	3	3	4	4	5	13%
CUSTOM SOFTWARE	5	6	6	7	7	8	9	9	8%
EDUCATION/TRAINING	1	1	2	2	2	2	2	3	11%
SYSTEMS INTEGRATION	1	1	2	2	2	2	3	3	14%
EQUIPMENT	0	1	1	1	1	1	1	1	14%
APPLICATION SOFTWARE	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	13%
SYSTEM SOFTWARE	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	13%
PROFESSIONAL SERVICES	0	1	1	1	1	1	1	1	14%
OTHER	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	13%
TOTAL	13	16	17	19	21	24	27	30	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PHARMACEUTICALS									0.17
TURNKEY SYSTEMS	2	2	2	3	3	3	3	4	10%
EQUIPMENT	1	1	1	1	1	1	2	2	10%
SOFTWARE PRODUCTS	1	1	1	1	1	1	1	1	10%
APPLICATIONS	1	1	1	1	1	1	1	1	10%
SYSTEMS	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	10%
PROFESSIONAL SERVICES	0	0	0	0	0	0	1	1	10%
APPLICATIONS SOFTWARE PRODUCTS	3	4	5	5	6	7	9	10	17%
MAINFRAME	1	1	1	1	1	1	1	1	9%
MIDRANGE	1	2	2	2	2	2	3	3	11%
WORKSTATION/PC	1	2	2	3	3	4	5	6	23%
PROFESSIONAL SERVICES	7	8	9	10	11	12	13	14	10%
CONSULTING	2	2	2	3	3	3	4	4	13%
CUSTOM SOFTWARE	4	5	5	6	6	7	7	8	8%
EDUCATION/TRAINING	1	1	1	1	2	2	2	2	11%
SYSTEMS INTEGRATION	1	1	1	2	2	2	2	3	14%
EQUIPMENT	0.3	0.5	0.6	0.7	0.8	0.9	1.0	1.2	14%
APPLICATION SOFTWARE	0.02	0.0	0.0	0.0	0.1	0.1	0.1	0.1	13%
SYSTEM SOFTWARE	0.02	0.0	0.0	0.0	0.1	0.1	0.1	0.1	13%
PROFESSIONAL SERVICES	0.3	0.6	0.6	0.7	0.8	1.0	1.1	1.3	14%
OTHER	0.02	0.0	0.0	0.0	0.1	0.1	0.1	0.1	13%
TOTAL	13	16	17	19	22	24	27	31	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
OTHER PROCESS									0.15
TURNKEY SYSTEMS	34	37	41	45	49	54	59	65	10%
EQUIPMENT	16	18	19	21	24	26	28	31	10%
SOFTWARE PRODUCTS	12	13	15	16	18	19	21	24	10%
APPLICATIONS	10	11	13	14	15	17	18	20	10%
SYSTEMS	2	2	2	2	2	3	3	3	10%
PROFESSIONAL SERVICES	5	6	6	7	8	9	9	10	10%
APPLICATIONS SOFTWARE PRODUCTS	36	41	47	54	62	72	86	101	16%
MAINFRAME	10	11	12	12	13	14	17	18	9%
MIDRANGE	12	14	15	17	19	21	24	26	11%
WORKSTATION/PC	13	16	20	24	30	37	46	56	23%
PROFESSIONAL SERVICES	127	144	159	174	191	209	229	252	10%
CONSULTING	31	35	40	45	50	57	64	73	13%
CUSTOM SOFTWARE	79	89	94	103	112	120	130	140	8%
EDUCATION/TRAINING	18	21	25	26	29	32	35	39	11%
SYSTEMS INTEGRATION	10	22	24	27	31	36	41	47	14%
EQUIPMENT	5	10	11	12	14	16	18	21	14%
APPLICATION SOFTWARE	0	1	1	1	1	1	1	1	13%
SYSTEM SOFTWARE	0	1	1	1	1	1	1	1	13%
PROFESSIONAL SERVICES	5	10	11	13	15	17	19	22	14%
OTHER	0	1	1	1	1	1	1	1	13%
TOTAL	207	244	271	300	333	371	416	464	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	234	255	278	303	331	358	391	426	9%
EQUIPMENT	110	116	124	133	139	148	161	173	7%
SOFTWARE PRODUCTS	86	96	105	117	128	141	154	169	10%
APPLICATIONS	74	84	91	102	113	124	135	149	10%
SYSTEMS	12	13	14	14	16	17	19	20	8%
PROFESSIONAL SERVICES	37	43	49	54	63	69	75	84	12%
APPLICATIONS SOFTWARE PRODUCTS	215	242	275	311	357	409	471	545	14%
MAINFRAME	70	74	78	81	85	89	97	103	6%
MIDRANGE	79	88	97	106	118	130	144	159	10%
WORKSTATION/PC	66	81	100	124	154	190	229	282	23%
PROFESSIONAL SERVICES	378	419	459	501	547	597	652	713	9%
CONSULTING	92	102	116	130	145	164	184	207	13%
CUSTOM SOFTWARE	232	256	272	294	317	340	363	389	7%
EDUCATION/TRAINING	55	61	71	77	84	93	105	117	11%
SYSTEMS INTEGRATION	83	109	128	150	177	213	252	299	18%
EQUIPMENT	30	40	47	55	65	77	92	108	18%
APPLICATION SOFTWARE	4	5	5	6	8	9	11	13	19%
SYSTEM SOFTWARE	2	3	3	4	4	5	6	7	17%
PROFESSIONAL SERVICES	45	58	68	80	95	114	135	161	18%
OTHER	2	3	4	4	5	6	8	9	18%
TOTAL	911	1026	1139	1265	1412	1576	1765	1983	11%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$150M- \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CROSS INDUSTRY MARKETS									
MAINFRAME APPLICATION SOFTWARE									0.13
ACCOUNTING	98	103	107	111	116	120	130	136	5%
EDUCATION & TRAINING	7	7	7	8	8	8	8	8	2%
ENGINEERING & SCIENTIFIC	19	21	22	24	26	28	30	32	8%
HUMAN RESOURCES	34	36	38	40	42	44	47	49	5%
OFFICE SYSTEMS	21	22	22	22	23	23	24	24	2%
PLANNING & ANALYSIS	26	28	30	33	35	37	39	42	7%
SALES & MARKETING	25	26	28	29	31	33	35	37	6%
SUB-TOTAL	231	243	254	267	281	293	313	329	5%
MINICOMPUTER APPLICATION SOFTWARE									0.13
ACCOUNTING	73	78	82	87	92	98	104	110	6%
EDUCATION & TRAINING	3	4	4	4	4	4	4	4	1%
ENGINEERING & SCIENTIFIC	31	34	38	42	46	51	55	61	10%
HUMAN RESOURCES	34	36	38	42	45	49	52	56	8%
OFFICE SYSTEMS	73	79	86	92	100	108	116	126	8%
PLANNING & ANALYSIS	22	23	23	23	23	23	23	23	0%
SALES & MARKETING	10	10	11	12	12	13	14	15	6%
SUB-TOTAL	247	265	282	301	322	345	369	394	7%
PC/WORKSTATION APPLICATION SOFTWARE									0.13
ACCOUNTING	121	137	156	182	208	247	312	368	18%
EDUCATION & TRAINING	16	17	18	20	23	27	31	35	13%
ENGINEERING & SCIENTIFIC	34	40	46	52	60	69	79	91	15%
HUMAN RESOURCES	22	27	34	42	51	65	83	104	25%
OFFICE SYSTEMS	217	246	281	332	377	455	567	670	18%
PLANNING & ANALYSIS	163	195	234	281	337	404	485	582	20%
SALES & MARKETING	9	10	12	15	18	23	32	40	25%
SUB-TOTAL	583	672	781	923	1073	1290	1589	1890	19%
CROSS-INDUSTRY APPLIC. SOFTWARE									
ACCOUNTING	293	317	345	380	416	464	546	615	11%
EDUCATION & TRAINING	26	28	29	31	34	38	43	47	9%
ENGINEERING & SCIENTIFIC	85	95	105	118	131	148	164	184	12%
HUMAN RESOURCES	91	99	111	124	138	158	182	209	13%
OFFICE SYSTEMS	312	347	389	446	500	586	707	820	15%
PLANNING & ANALYSIS	211	246	288	337	395	465	547	647	17%
SALES & MARKETING	44	47	51	56	62	69	81	92	12%
TOTAL	1061	1179	1317	1491	1676	1929	2271	2613	14%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									0.03
TURNKEY SYSTEMS	4	5	5	6	6	7	7	8	10%
EQUIPMENT	2	2	2	2	3	3	3	3	7%
SOFTWARE PRODUCTS	2	2	2	2	2	3	3	3	11%
APPLICATIONS	1	2	2	2	2	2	3	3	11%
SYSTEMS	0	0	0	0	0	0	0	0	9%
PROFESSIONAL SERVICES	1	1	1	1	1	1	1	2	13%
APPLICATIONS SOFTWARE PRODUCTS	3	3	4	4	5	6	7	8	15%
MAINFRAME	1	1	1	1	1	1	1	1	6%
MIDRANGE	2	2	2	2	2	3	3	3	10%
WORKSTATION/PC	1	1	1	2	2	2	3	4	24%
PROFESSIONAL SERVICES	7	7	8	9	10	11	12	13	9%
CONSULTING	2	2	2	2	3	3	3	4	13%
CUSTOM SOFTWARE	4	4	5	5	6	6	6	7	8%
EDUCATION/TRAINING	1	1	1	1	1	2	2	2	11%
SYSTEMS INTEGRATION	2	2	2	3	4	4	5	6	21%
EQUIPMENT	1	1	1	1	1	2	2	2	21%
APPLICATION SOFTWARE	0.1	0.1	0.1	0.2	0.2	0.2	0.3	0.3	21%
SYSTEM SOFTWARE	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	22%
PROFESSIONAL SERVICES	1	1	1	2	2	2	3	4	21%
OTHER	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	21%
TOTAL	16	17	19	22	24	27	31	35	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
ELECTRONICS									0.12
TURNKEY SYSTEMS	54	59	65	72	78	87	96	105	10%
EQUIPMENT	25	27	29	31	32	35	38	41	7%
SOFTWARE PRODUCTS	20	23	25	28	31	35	38	43	11%
APPLICATIONS	17	20	22	25	27	31	34	38	11%
SYSTEMS	3	3	3	3	4	4	5	5	9%
PROFESSIONAL SERVICES	9	10	12	13	15	17	19	22	13%
APPLICATIONS SOFTWARE PRODUCTS	38	43	48	55	63	73	84	98	15%
MAINFRAME	7	8	8	9	9	10	11	11	6%
MIDRANGE	20	22	24	26	29	32	36	39	10%
WORKSTATION/PC	10	13	16	20	25	31	38	47	24%
PROFESSIONAL SERVICES	86	94	103	112	123	135	147	162	9%
CONSULTING	21	23	26	30	33	38	42	48	13%
CUSTOM SOFTWARE	52	57	60	66	71	76	81	87	8%
EDUCATION/TRAINING	12	14	16	17	19	21	24	26	11%
SYSTEMS INTEGRATION	22	26	31	38	45	56	68	82	21%
EQUIPMENT	8	9	11	13	16	19	23	28	21%
APPLICATION SOFTWARE	1	1	2	2	2	3	4	4	21%
SYSTEM SOFTWARE	0	1	1	1	1	1	1	2	22%
PROFESSIONAL SERVICES	12	14	17	21	25	31	37	45	21%
OTHER	1	1	1	1	1	2	2	3	21%
TOTAL	199	222	247	276	310	350	395	447	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PROCESS/CONSUMER MFG									0.02
TURNKEY SYSTEMS	14	15	16	18	20	22	24	27	10%
EQUIPMENT	6	7	7	8	8	9	10	10	7%
SOFTWARE PRODUCTS	5	6	6	7	8	9	10	11	11%
APPLICATIONS	4	5	5	6	7	8	9	9	11%
SYSTEMS	1	1	1	1	1	1	1	1	9%
PROFESSIONAL SERVICES	2	3	3	3	4	4	5	5	13%
APPLICATIONS SOFTWARE PRODUCTS	10	11	12	14	16	18	21	25	15%
MAINFRAME	2	2	2	2	2	3	3	3	6%
MIDRANGE	5	6	6	7	7	8	9	10	10%
WORKSTATION/PC	3	3	4	5	6	8	9	12	24%
PROFESSIONAL SERVICES	22	24	26	28	31	34	37	41	9%
CONSULTING	5	6	7	7	8	10	11	12	13%
CUSTOM SOFTWARE	13	14	15	17	18	19	21	22	8%
EDUCATION/TRAINING	3	3	4	4	5	5	6	7	11%
SYSTEMS INTEGRATION	5	7	8	9	11	14	17	21	21%
EQUIPMENT	2	2	3	3	4	5	6	7	21%
APPLICATION SOFTWARE	0	0	0	0	1	1	1	1	21%
SYSTEM SOFTWARE	0	0	0	0	0	0	0	0	22%
PROFESSIONAL SERVICES	3	4	4	5	6	8	9	11	21%
OTHER	0	0	0	0	0	0	1	1	21%
TOTAL	50	56	62	70	78	88	100	113	12%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
DISCRETE/INDUSTRIAL MFR									0.1
TURNKEY SYSTEMS	72	79	87	95	105	115	127	140	10%
EQUIPMENT	34	36	38	41	43	46	51	55	7%
SOFTWARE PRODUCTS	26	30	33	37	41	46	51	57	11%
APPLICATIONS	23	26	29	33	36	41	45	50	11%
SYSTEMS	4	4	4	4	5	6	6	7	9%
PROFESSIONAL SERVICES	11	13	16	17	21	23	25	29	13%
APPLICATIONS SOFTWARE PRODUCTS	50	57	65	73	84	97	112	130	15%
MAINFRAME	10	10	11	12	13	13	14	15	6%
MIDRANGE	27	30	32	35	39	43	48	53	10%
WORKSTATION/PC	14	17	21	26	33	41	50	62	24%
PROFESSIONAL SERVICES	114	125	137	150	164	179	197	215	9%
CONSULTING	28	31	35	39	44	50	57	64	13%
CUSTOM SOFTWARE	69	75	80	87	94	101	108	117	8%
EDUCATION/TRAINING	17	18	21	23	25	28	31	35	11%
SYSTEMS INTEGRATION	29	34	41	50	60	75	91	110	21%
EQUIPMENT	10	12	14	17	21	26	31	38	21%
APPLICATION SOFTWARE	2	2	2	3	3	4	5	6	21%
SYSTEM SOFTWARE	1	1	1	1	1	2	2	2	22%
PROFESSIONAL SERVICES	16	19	23	27	33	41	50	60	21%
OTHER	1	1	1	2	2	2	3	4	21%
TOTAL	1086	731	808	892	988	1098	1221	1360	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CONSUMER									
FOOD									0.35
TURNKEY SYSTEMS	73	81	89	98	107	118	131	144	10%
EQUIPMENT	35	37	39	42	44	47	52	56	7%
SOFTWARE PRODUCTS	27	31	34	38	42	47	52	58	11%
APPLICATIONS	23	27	30	34	37	42	46	51	11%
SYSTEMS	4	4	4	5	5	6	6	7	9%
PROFESSIONAL SERVICES	12	14	16	18	21	24	26	29	13%
APPLICATIONS SOFTWARE PRODUCTS	72	83	94	108	124	143	165	191	15%
MAINFRAME	10	11	12	12	13	14	15	16	6%
MIDRANGE	41	46	51	56	63	69	77	86	11%
WORKSTATION/PC	21	26	32	39	48	60	73	90	23%
PROFESSIONAL SERVICES	117	128	140	154	168	184	201	221	9%
CONSULTING	29	32	36	40	46	52	58	65	13%
CUSTOM SOFTWARE	71	77	82	90	97	104	111	120	8%
EDUCATION/TRAINING	17	19	22	23	26	28	32	36	11%
SYSTEMS INTEGRATION	30	35	43	51	62	76	93	113	21%
EQUIPMENT	10	12	15	18	21	26	32	39	21%
APPLICATION SOFTWARE	2	2	2	3	3	4	5	6	21%
SYSTEM SOFTWARE	1	1	1	1	1	2	2	2	22%
PROFESSIONAL SERVICES	16	19	23	28	34	42	51	62	21%
OTHER	1	1	1	2	2	2	3	4	21%
TOTAL	293	327	367	411	461	522	590	669	13%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CPG									0.01
TURNKEY SYSTEMS	1	1	1	1	1	2	2	2	10%
EQUIPMENT	0	0	1	1	1	1	1	1	7%
SOFTWARE PRODUCTS	0	0	0	1	1	1	1	1	11%
APPLICATIONS	0	0	0	0	0	1	1	1	11%
SYSTEMS	0	0	0	0	0	0	0	0	9%
PROFESSIONAL SERVICES	0	0	0	0	0	0	0	0	13%
APPLICATIONS SOFTWARE PRODUCTS	1	1	1	1	1	1	2	2	15%
MAINFRAME	0	0	0	0	0	0	0	0	6%
MIDRANGE	0	0	0	0	1	1	1	1	10%
WORKSTATION/PC	0	0	0	0	0	1	1	1	24%
PROFESSIONAL SERVICES	2	2	2	2	2	2	3	3	9%
CONSULTING	0	0	0	1	1	1	1	1	13%
CUSTOM SOFTWARE	1	1	1	1	1	1	1	2	8%
EDUCATION/TRAINING	0	0	0	0	0	0	0	0	11%
SYSTEMS INTEGRATION	0	0	1	1	1	1	1	2	21%
EQUIPMENT	0	0	0	0	0	0	0	1	21%
APPLICATION SOFTWARE	0	0	0	0	0	0	0	0	21%
SYSTEM SOFTWARE	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	22%
PROFESSIONAL SERVICES	0	0	0	0	0	1	1	1	21%
OTHER	0	0	0	0	0	0	0	0	21%
TOTAL	4	4	5	5	6	6	7	8	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
WHOLESALE									0.12
TURNKEY SYSTEMS	58	63	67	72	78	82	88	94	7%
EQUIPMENT	27	28	30	31	32	33	35	37	4%
SOFTWARE PRODUCTS	22	24	26	28	31	33	35	38	8%
APPLICATIONS	19	21	22	25	27	29	31	34	8%
SYSTEMS	3	3	3	3	4	4	4	4	6%
PROFESSIONAL SERVICES	9	11	12	13	15	16	17	19	10%
APPLICATIONS SOFTWARE PRODUCTS	63	70	79	89	101	115	130	149	13%
MAINFRAME	29	31	32	33	34	36	38	40	4%
MIDRANGE	15	16	18	20	22	24	27	30	11%
WORKSTATION/PC	19	23	29	36	45	55	65	79	23%
PROFESSIONAL SERVICES	42	46	49	53	57	61	65	70	7%
CONSULTING	10	11	12	13	15	16	18	20	11%
CUSTOM SOFTWARE	26	28	30	31	33	34	36	37	5%
EDUCATION/TRAINING	6	7	8	8	9	10	12	13	11%
SYSTEMS INTEGRATION	19	22	25	29	34	40	46	54	16%
EQUIPMENT	6	8	9	10	12	14	16	19	16%
APPLICATION SOFTWARE	1	1	1	1	1	2	2	2	16%
SYSTEM SOFTWARE	1	1	1	1	1	1	1	2	15%
PROFESSIONAL SERVICES	10	12	14	16	19	22	26	30	16%
OTHER	0	1	1	1	1	1	1	1	15%
TOTAL	183	201	221	243	271	297	329	367	10%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PROCESS									
CHEMICAL									0.26
TURNKEY SYSTEMS	15	16	18	19	21	23	26	28	10%
EQUIPMENT	7	8	8	9	10	11	12	14	10%
SOFTWARE PRODUCTS	5	6	6	7	8	8	9	10	10%
APPLICATIONS	5	5	5	6	7	7	8	9	10%
SYSTEMS	1	1	1	1	1	1	1	1	10%
PROFESSIONAL SERVICES	2	3	3	3	3	4	4	5	10%
APPLICATIONS SOFTWARE PRODUCTS	13	14	16	19	21	25	30	34	15%
MAINFRAME	4	5	5	5	6	6	7	8	9%
MIDRANGE	4	4	5	6	6	7	8	8	11%
WORKSTATION/PC	4	5	6	8	10	12	15	18	23%
PROFESSIONAL SERVICES	55	63	69	76	83	91	99	109	10%
CONSULTING	13	15	17	20	22	25	28	31	13%
CUSTOM SOFTWARE	34	38	41	45	48	52	56	61	8%
EDUCATION/TRAINING	8	9	11	11	13	14	15	17	11%
SYSTEMS INTEGRATION	4	9	10	12	13	16	18	20	14%
EQUIPMENT	2	4	5	5	6	7	8	9	14%
APPLICATION SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
SYSTEM SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
PROFESSIONAL SERVICES	2	4	5	6	6	7	8	10	14%
OTHER	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
TOTAL	87	102	113	125	139	154	172	192	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PHARMACEUTICALS									0.13
TURNKEY SYSTEMS	1	2	2	2	2	2	3	3	10%
EQUIPMENT	1	1	1	1	1	1	1	1	10%
SOFTWARE PRODUCTS	1	1	1	1	1	1	1	1	10%
APPLICATIONS	0	0	1	1	1	1	1	1	10%
SYSTEMS	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	10%
PROFESSIONAL SERVICES	0	0	0	0	0	0	0	0	10%
APPLICATIONS SOFTWARE PRODUCTS	3	3	4	4	5	6	7	8	17%
MAINFRAME	0	0	1	1	1	1	1	1	9%
MIDRANGE	1	1	1	1	2	2	2	2	11%
WORKSTATION/PC	1	1	2	2	3	3	4	5	23%
PROFESSIONAL SERVICES	6	6	7	8	8	9	10	11	10%
CONSULTING	1	2	2	2	2	2	3	3	13%
CUSTOM SOFTWARE	3	4	4	4	5	5	6	6	8%
EDUCATION/TRAINING	1	1	1	1	1	1	2	2	11%
SYSTEMS INTEGRATION	0	1	1	1	1	2	2	2	14%
EQUIPMENT	0.2	0.4	0.5	0.5	0.6	0.7	0.8	0.9	14%
APPLICATION SOFTWARE	0.01	0.03	0.03	0.03	0.04	0.05	0.05	0.06	13%
SYSTEM SOFTWARE	0.01	0.03	0.03	0.03	0.04	0.05	0.05	0.06	13%
PROFESSIONAL SERVICES	0.2	0.4	0.5	0.6	0.6	0.7	0.8	1.0	14%
OTHER	0.01	0.03	0.03	0.03	0.04	0.05	0.05	0.06	13%
TOTAL	10	12	13	15	17	19	21	24	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
OTHER PROCESS									0.23
TURNKEY SYSTEMS	51	56	62	68	75	83	91	100	10%
EQUIPMENT	25	27	30	33	36	40	44	48	10%
SOFTWARE PRODUCTS	19	20	22	25	27	30	33	36	10%
APPLICATIONS	16	18	19	21	23	26	28	31	10%
SYSTEMS	3	3	3	3	4	4	5	5	10%
PROFESSIONAL SERVICES	8	9	10	11	12	13	15	16	10%
APPLICATIONS SOFTWARE PRODUCTS	55	63	72	83	95	110	132	154	16%
MAINFRAME	16	17	18	19	20	21	26	28	9%
MIDRANGE	19	21	24	26	30	33	36	40	11%
WORKSTATION/PC	20	25	31	38	46	57	70	86	23%
PROFESSIONAL SERVICES	195	221	244	267	293	321	351	386	10%
CONSULTING	47	53	61	69	77	87	98	111	13%
CUSTOM SOFTWARE	121	136	145	158	171	184	199	214	8%
EDUCATION/TRAINING	28	32	38	41	45	49	54	60	11%
SYSTEMS INTEGRATION	16	33	37	42	48	55	63	72	14%
EQUIPMENT	7	15	16	18	21	24	28	32	14%
APPLICATION SOFTWARE	0	1	1	1	1	2	2	2	13%
SYSTEM SOFTWARE	0	1	1	1	1	2	2	2	13%
PROFESSIONAL SERVICES	7	16	17	20	23	26	30	34	14%
OTHER	0	1	1	1	1	2	2	2	13%
TOTAL	317	374	415	460	511	568	637	712	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	343	378	413	452	494	541	594	651	9%
EQUIPMENT	162	172	185	199	209	225	247	266	7%
SOFTWARE PRODUCTS	126	142	155	173	191	213	233	258	10%
APPLICATIONS	109	123	135	152	168	187	205	227	11%
SYSTEMS	18	19	20	21	24	26	29	31	9%
PROFESSIONAL SERVICES	55	63	73	79	94	103	113	127	12%
APPLICATIONS SOFTWARE PRODUCTS	307	348	396	450	517	594	689	799	15%
MAINFRAME	80	84	90	94	98	104	115	122	6%
MIDRANGE	134	149	164	180	201	222	246	272	11%
WORKSTATION/PC	94	115	142	176	218	269	328	404	23%
PROFESSIONAL SERVICES	644	715	784	858	938	1026	1122	1230	9%
CONSULTING	158	175	200	223	250	284	319	359	13%
CUSTOM SOFTWARE	394	435	463	503	544	584	625	673	8%
EDUCATION/TRAINING	93	104	122	131	144	158	178	198	11%
SYSTEMS INTEGRATION	128	170	200	236	280	338	404	481	19%
EQUIPMENT	46	63	74	87	103	124	148	175	19%
APPLICATION SOFTWARE	6	8	9	10	13	15	19	22	19%
SYSTEM SOFTWARE	3	4	5	6	7	8	9	11	18%
PROFESSIONAL SERVICES	69	90	106	126	149	180	216	257	19%
OTHER	4	5	6	7	9	11	13	15	19%
TOTAL	1422	1610	1793	1995	2229	2499	2808	3161	12%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. OVER \$500M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
<b>CROSS INDUSTRY MARKETS</b>									
MAINFRAME APPLICATION SOFTWARE									0.07
ACCOUNTING	53	55	57	60	62	64	70	73	5%
EDUCATION & TRAINING	4	4	4	4	4	4	4	4	2%
ENGINEERING & SCIENTIFIC	10	11	12	13	14	15	16	17	8%
HUMAN RESOURCES	19	20	21	22	23	24	25	26	5%
OFFICE SYSTEMS	11	12	12	12	12	13	13	13	2%
PLANNING & ANALYSIS	14	15	16	18	19	20	21	22	7%
SALES & MARKETING	13	14	15	16	17	18	19	20	6%
SUB-TOTAL	124	131	137	144	151	158	168	177	5%
<b>MINICOMPUTER APPLICATION SOFTWARE</b>									
ACCOUNTING	39	42	44	47	50	53	56	59	6%
EDUCATION & TRAINING	2	2	2	2	2	2	2	2	1%
ENGINEERING & SCIENTIFIC	17	19	20	22	25	27	30	33	10%
HUMAN RESOURCES	19	19	21	22	24	26	28	30	8%
OFFICE SYSTEMS	40	43	46	50	54	58	63	68	8%
PLANNING & ANALYSIS	12	12	13	13	13	13	13	13	0%
SALES & MARKETING	5	6	6	6	7	7	7	8	6%
SUB-TOTAL	133	142	152	162	173	186	198	212	7%
<b>PC/WORKSTATION APPLICATION SOFTWARE</b>									
ACCOUNTING	65	74	84	98	112	133	168	198	18%
EDUCATION & TRAINING	8	9	10	11	12	14	17	19	13%
ENGINEERING & SCIENTIFIC	18	21	25	28	32	37	43	49	15%
HUMAN RESOURCES	12	15	18	22	27	35	45	56	25%
OFFICE SYSTEMS	117	133	152	179	203	245	305	361	18%
PLANNING & ANALYSIS	88	105	126	151	181	218	261	313	20%
SALES & MARKETING	5	6	7	8	10	13	17	21	25%
SUB-TOTAL	314	362	421	497	578	695	856	1018	19%
<b>CROSS-INDUSTRY APPLIC. SOFTWARE</b>									
ACCOUNTING	158	171	186	204	224	250	294	331	11%
EDUCATION & TRAINING	14	15	16	17	18	21	23	25	9%
ENGINEERING & SCIENTIFIC	46	51	57	63	71	79	89	99	12%
HUMAN RESOURCES	49	54	60	67	74	85	98	113	13%
OFFICE SYSTEMS	168	187	210	240	269	316	381	441	15%
PLANNING & ANALYSIS	113	133	155	181	213	250	295	348	17%
SALES & MARKETING	23	25	27	30	33	37	43	49	12%
TOTAL	571	635	709	803	902	1039	1223	1407	14%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									0.35
TURNKEY SYSTEMS	49	54	60	65	71	79	87	96	10%
EQUIPMENT	23	24	26	28	29	32	35	37	7%
SOFTWARE PRODUCTS	18	21	23	25	28	32	35	39	11%
APPLICATIONS	16	18	20	22	25	28	31	34	11%
SYSTEMS	3	3	3	3	3	4	4	5	9%
PROFESSIONAL SERVICES	8	9	11	12	14	16	17	20	13%
APPLICATIONS SOFTWARE PRODUCTS	34	39	44	50	58	66	77	89	15%
MAINFRAME	7	7	8	8	9	9	10	10	6%
MIDRANGE	18	20	22	24	27	29	33	36	10%
WORKSTATION/PC	9	11	14	18	22	28	34	43	24%
PROFESSIONAL SERVICES	78	85	94	102	112	123	134	147	9%
CONSULTING	19	21	24	27	30	34	39	44	13%
CUSTOM SOFTWARE	47	52	55	60	65	69	74	80	8%
EDUCATION/TRAINING	11	12	14	16	17	19	21	24	11%
SYSTEMS INTEGRATION	20	24	28	34	41	51	62	75	21%
EQUIPMENT	7	8	10	12	14	18	21	26	21%
APPLICATION SOFTWARE	1	1	1	2	2	3	3	4	21%
SYSTEM SOFTWARE	0.4	0.5	0.6	0.7	0.8	1.0	1.3	1.5	22%
PROFESSIONAL SERVICES	11	13	16	19	23	28	34	41	21%
OTHER	0.6	0.8	0.9	1.1	1.3	1.7	2.0	2.4	21%
TOTAL	181	202	226	252	282	319	360	407	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
ELECTRONICS									0.23
TURNKEY SYSTEMS	103	114	125	137	150	166	183	202	10%
EQUIPMENT	48	51	55	59	62	66	73	79	7%
SOFTWARE PRODUCTS	38	43	48	53	59	67	73	82	11%
APPLICATIONS	33	38	41	47	52	59	65	72	11%
SYSTEMS	5	6	6	6	7	8	9	10	9%
PROFESSIONAL SERVICES	16	19	23	25	30	33	36	41	13%
APPLICATIONS SOFTWARE PRODUCTS	72	82	93	105	121	140	161	187	15%
MAINFRAME	14	15	16	17	18	19	20	22	6%
MIDRANGE	38	43	46	50	56	62	69	76	10%
WORKSTATION/PC	20	24	30	38	47	59	72	90	24%
PROFESSIONAL SERVICES	164	180	197	215	236	258	282	310	9%
CONSULTING	41	45	51	57	64	72	81	92	13%
CUSTOM SOFTWARE	99	109	115	126	136	146	156	168	8%
EDUCATION/TRAINING	24	26	30	33	36	40	45	50	11%
SYSTEMS INTEGRATION	42	50	60	72	87	107	130	158	21%
EQUIPMENT	14	17	21	25	30	37	45	55	21%
APPLICATION SOFTWARE	2	3	3	4	4	6	7	8	21%
SYSTEM SOFTWARE	1	1	1	1	2	2	3	3	22%
PROFESSIONAL SERVICES	23	27	33	39	48	59	71	87	21%
OTHER	1	2	2	2	3	3	4	5	21%
TOTAL	381	425	474	530	594	671	757	856	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PROCESS/CONSUMER MFR									0.26
TURNKEY SYSTEMS	176	195	214	235	257	284	313	345	10%
EQUIPMENT	83	88	94	101	105	114	125	134	7%
SOFTWARE PRODUCTS	65	74	81	91	101	114	126	140	11%
APPLICATIONS	56	64	71	80	89	100	111	123	11%
SYSTEMS	9	10	11	11	12	14	15	16	9%
PROFESSIONAL SERVICES	28	33	39	42	51	56	62	71	13%
APPLICATIONS SOFTWARE PRODUCTS	124	140	159	180	207	239	276	320	15%
MAINFRAME	24	26	28	29	31	33	35	37	6%
MIDRANGE	66	73	79	86	96	106	117	129	10%
WORKSTATION/PC	34	41	52	64	81	100	123	153	24%
PROFESSIONAL SERVICES	281	307	336	368	403	441	483	530	9%
CONSULTING	70	77	87	97	109	124	139	157	13%
CUSTOM SOFTWARE	170	186	197	215	232	249	267	287	8%
EDUCATION/TRAINING	41	45	52	56	62	68	77	86	11%
SYSTEMS INTEGRATION	71	85	102	123	148	183	222	270	21%
EQUIPMENT	25	29	35	43	51	63	77	93	21%
APPLICATION SOFTWARE	4	4	5	6	8	10	12	14	21%
SYSTEM SOFTWARE	1	2	2	3	3	4	5	6	22%
PROFESSIONAL SERVICES	39	46	56	68	81	101	122	148	21%
OTHER	2	3	3	4	5	6	7	9	21%
TOTAL	652	727	811	906	1015	1147	1294	1464	12%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
DISCRETE/INDUSTRIAL MFG									0.26
TURNKEY SYSTEMS	186	206	227	248	272	300	331	365	10%
EQUIPMENT	88	93	100	107	111	120	132	142	7%
SOFTWARE PRODUCTS	69	78	86	97	107	120	133	148	11%
APPLICATIONS	59	68	75	85	94	106	117	130	11%
SYSTEMS	10	10	11	12	13	14	16	17	9%
PROFESSIONAL SERVICES	30	35	41	45	54	60	66	75	13%
APPLICATIONS SOFTWARE PRODUCTS	131	148	168	190	219	253	292	338	15%
MAINFRAME	25	27	29	31	33	35	37	39	6%
MIDRANGE	70	77	84	91	101	112	124	137	10%
WORKSTATION/PC	36	44	55	68	85	106	130	162	24%
PROFESSIONAL SERVICES	297	325	356	389	426	467	511	560	9%
CONSULTING	74	81	92	103	115	131	147	166	13%
CUSTOM SOFTWARE	179	196	209	227	246	263	282	303	8%
EDUCATION/TRAINING	43	47	55	60	65	72	82	91	11%
SYSTEMS INTEGRATION	76	90	108	130	157	194	235	285	21%
EQUIPMENT	26	31	37	45	54	67	81	99	21%
APPLICATION SOFTWARE	4	5	6	7	8	10	12	15	21%
SYSTEM SOFTWARE	2	2	2	3	3	4	5	6	22%
PROFESSIONAL SERVICES	42	49	59	71	86	107	129	157	21%
OTHER	2	3	4	4	5	6	8	9	21%
TOTAL	3070	3395	3000	3312	3669	4079	4535	5052	6%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CONSUMER									
FOOD									0.27
TURNKEY SYSTEMS	57	63	69	75	83	91	101	111	10%
EQUIPMENT	27	28	30	32	34	37	40	43	7%
SOFTWARE PRODUCTS	21	24	26	29	33	37	40	45	11%
APPLICATIONS	18	21	23	26	29	32	36	40	11%
SYSTEMS	3	3	3	4	4	4	5	5	9%
PROFESSIONAL SERVICES	9	11	12	14	16	18	20	23	13%
APPLICATIONS SOFTWARE PRODUCTS	56	64	73	83	96	110	127	148	15%
MAINFRAME	8	8	9	9	10	11	11	12	6%
MIDRANGE	32	35	39	43	48	54	59	66	11%
WORKSTATION/PC	16	20	25	30	37	46	57	70	23%
PROFESSIONAL SERVICES	90	99	108	118	130	142	155	170	9%
CONSULTING	23	25	28	31	35	40	45	50	13%
CUSTOM SOFTWARE	55	60	64	69	75	80	86	92	8%
EDUCATION/TRAINING	13	14	17	18	20	22	25	28	11%
SYSTEMS INTEGRATION	23	27	33	40	48	59	72	87	21%
EQUIPMENT	8	9	11	14	17	20	25	30	21%
APPLICATION SOFTWARE	1	1	2	2	2	3	4	5	21%
SYSTEM SOFTWARE	0	1	1	1	1	1	1	2	22%
PROFESSIONAL SERVICES	13	15	18	22	26	32	39	48	21%
OTHER	1	1	1	1	2	2	2	3	21%
TOTAL	226	252	283	317	356	402	455	516	13%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CPG									0.27
TURNKEY SYSTEMS	26	29	32	35	39	43	47	52	10%
EQUIPMENT	12	13	14	15	16	17	19	20	7%
SOFTWARE PRODUCTS	10	11	12	14	15	17	19	21	11%
APPLICATIONS	8	10	11	12	13	15	17	18	11%
SYSTEMS	1	1	2	2	2	2	2	2	9%
PROFESSIONAL SERVICES	4	5	6	6	8	8	9	11	13%
APPLICATIONS SOFTWARE PRODUCTS	19	21	24	27	31	36	41	48	15%
MAINFRAME	4	4	4	4	5	5	5	6	6%
MIDRANGE	10	11	12	13	14	16	18	19	10%
WORKSTATION/PC	5	6	8	10	12	15	19	23	24%
PROFESSIONAL SERVICES	42	46	50	55	61	66	73	80	9%
CONSULTING	11	12	13	15	16	19	21	24	13%
CUSTOM SOFTWARE	25	28	30	32	35	37	40	43	8%
EDUCATION/TRAINING	6	7	8	8	9	10	12	13	11%
SYSTEMS INTEGRATION	11	13	15	18	22	28	33	41	21%
EQUIPMENT	4	4	5	6	8	10	12	14	21%
APPLICATION SOFTWARE	0.6	0.7	0.8	1.0	1.2	1.4	1.7	2.1	21%
SYSTEM SOFTWARE	0.2	0.3	0.3	0.4	0.5	0.6	0.7	0.8	22%
PROFESSIONAL SERVICES	6	7	8	10	12	15	18	22	21%
OTHER	0.3	0.4	0.5	0.6	0.7	0.9	1.1	1.3	21%
TOTAL	98	109	122	136	153	172	194	220	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
WHOLESALE									0.35
TURNKEY SYSTEMS	170	183	196	211	229	239	256	274	7%
EQUIPMENT	80	82	86	91	94	96	102	107	4%
SOFTWARE PRODUCTS	63	70	75	82	90	96	103	111	8%
APPLICATIONS	54	61	65	72	79	85	90	98	8%
SYSTEMS	9	9	10	10	11	12	12	13	6%
PROFESSIONAL SERVICES	27	31	35	38	45	48	51	56	10%
APPLICATIONS SOFTWARE PRODUCTS	184	205	232	260	296	335	379	435	13%
MAINFRAME	86	89	94	96	100	104	111	116	4%
MIDRANGE	43	48	53	59	65	70	79	87	11%
WORKSTATION/PC	56	68	85	105	130	161	189	232	23%
PROFESSIONAL SERVICES	123	133	143	154	165	177	190	204	7%
CONSULTING	28	31	34	38	43	47	52	57	11%
CUSTOM SOFTWARE	76	82	87	91	96	100	104	109	5%
EDUCATION/TRAINING	19	20	22	25	27	29	34	38	11%
SYSTEMS INTEGRATION	55	64	74	85	100	116	134	156	16%
EQUIPMENT	19	22	26	29	33	40	47	54	16%
APPLICATION SOFTWARE	2	2	3	3	4	5	5	6	16%
SYSTEM SOFTWARE	2	2	2	3	3	4	4	5	15%
PROFESSIONAL SERVICES	30	35	41	48	56	65	75	87	16%
OTHER	1	2	2	2	2	3	4	4	15%
TOTAL	532	585	644	710	789	868	959	1069	10%





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PROCESS									
CHEMICAL									0.25
TURNKEY SYSTEMS	14	15	17	19	20	22	25	27	10%
EQUIPMENT	7	7	8	9	10	11	12	13	10%
SOFTWARE PRODUCTS	5	6	6	7	7	8	9	10	10%
APPLICATIONS	4	5	5	6	6	7	8	8	10%
SYSTEMS	1	1	1	1	1	1	1	1	10%
PROFESSIONAL SERVICES	2	2	3	3	3	4	4	4	10%
APPLICATIONS SOFTWARE PRODUCTS	12	14	16	18	21	24	28	33	15%
MAINFRAME	4	5	5	5	5	6	7	8	9%
MIDRANGE	4	4	5	5	6	7	7	8	11%
WORKSTATION/PC	4	5	6	8	9	12	14	17	23%
PROFESSIONAL SERVICES	53	60	66	73	80	87	96	105	10%
CONSULTING	13	15	17	19	21	24	27	30	13%
CUSTOM SOFTWARE	33	37	39	43	47	50	54	58	8%
EDUCATION/TRAINING	7	9	10	11	12	13	15	16	11%
SYSTEMS INTEGRATION	4	9	10	11	13	15	17	20	14%
EQUIPMENT	2	4	4	5	6	7	8	9	14%
APPLICATION SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
SYSTEM SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
PROFESSIONAL SERVICES	2	4	5	5	6	7	8	9	14%
OTHER	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
TOTAL	83	98	109	121	133	148	166	185	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
PHARMACEUTICALS									0.35
TURNKEY SYSTEMS	4	4	5	5	6	6	7	8	10%
EQUIPMENT	2	2	2	2	3	3	3	4	10%
SOFTWARE PRODUCTS	1	2	2	2	2	2	2	3	10%
APPLICATIONS	1	1	1	2	2	2	2	2	10%
SYSTEMS	0	0	0	0	0	0	0	0	10%
PROFESSIONAL SERVICES	1	1	1	1	1	1	1	1	10%
APPLICATIONS SOFTWARE PRODUCTS	7	8	10	11	13	15	18	21	17%
MAINFRAME	1	1	1	1	1	2	2	2	9%
MIDRANGE	3	3	4	4	4	5	5	6	11%
WORKSTATION/PC	3	4	5	6	7	9	11	13	23%
PROFESSIONAL SERVICES	15	17	19	20	22	24	27	29	10%
CONSULTING	4	4	5	5	6	7	7	8	13%
CUSTOM SOFTWARE	9	10	11	12	13	14	15	16	8%
EDUCATION/TRAINING	2	2	3	3	3	4	4	5	11%
SYSTEMS INTEGRATION	1	3	3	3	4	4	5	5	14%
EQUIPMENT	1	1	1	1	2	2	2	2	14%
APPLICATION SOFTWARE	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.2	13%
SYSTEM SOFTWARE	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.2	13%
PROFESSIONAL SERVICES	1	1	1	2	2	2	2	3	14%
OTHER	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.2	13%
TOTAL	27	32	36	40	45	50	56	64	12%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
OTHER PROCESS									0.2
TURNKEY SYSTEMS	45	49	54	59	65	72	79	87	10%
EQUIPMENT	21	24	26	28	31	34	38	42	10%
SOFTWARE PRODUCTS	16	18	19	21	24	26	29	31	10%
APPLICATIONS	14	15	17	18	20	22	25	27	10%
SYSTEMS	2	2	3	3	3	4	4	4	10%
PROFESSIONAL SERVICES	7	8	9	9	10	11	13	14	10%
APPLICATIONS SOFTWARE PRODUCTS	48	55	63	72	83	96	115	134	16%
MAINFRAME	14	15	15	16	17	18	22	24	9%
MIDRANGE	17	18	21	23	26	28	32	35	11%
WORKSTATION/PC	18	22	27	33	40	49	61	75	23%
PROFESSIONAL SERVICES	170	192	212	232	254	279	306	336	10%
CONSULTING	41	46	53	60	67	76	86	97	13%
CUSTOM SOFTWARE	105	118	126	137	149	160	173	186	8%
EDUCATION/TRAINING	24	28	33	35	39	43	47	53	11%
SYSTEMS INTEGRATION	14	29	32	36	42	48	55	62	14%
EQUIPMENT	6	13	14	16	18	21	24	28	14%
APPLICATION SOFTWARE	0	1	1	1	1	1	2	2	13%
SYSTEM SOFTWARE	0	1	1	1	1	1	2	2	13%
PROFESSIONAL SERVICES	6	14	15	17	20	22	26	29	14%
OTHER	0	1	1	1	1	1	2	2	13%
TOTAL	275	325	361	400	444	494	554	619	11%



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	830	913	998	1090	1192	1303	1429	1565	9%
EQUIPMENT	391	413	442	473	495	529	580	622	7%
SOFTWARE PRODUCTS	307	346	378	422	466	519	569	629	10%
APPLICATIONS	264	301	328	371	410	456	500	554	11%
SYSTEMS	43	45	49	51	57	62	69	75	9%
PROFESSIONAL SERVICES	133	155	178	195	231	255	280	315	13%
APPLICATIONS SOFTWARE PRODUCTS	687	776	880	997	1144	1314	1514	1753	14%
MAINFRAME	186	197	210	219	229	241	261	276	6%
MIDRANGE	300	333	365	399	443	489	543	599	10%
WORKSTATION/PC	201	246	305	379	472	584	709	877	24%
PROFESSIONAL SERVICES	1312	1444	1581	1728	1888	2064	2256	2471	9%
CONSULTING	323	356	404	451	506	574	644	725	13%
CUSTOM SOFTWARE	798	877	933	1012	1092	1170	1250	1343	7%
EDUCATION/TRAINING	191	211	245	265	290	320	362	403	11%
SYSTEMS INTEGRATION	316	391	464	553	661	805	966	1159	20%
EQUIPMENT	111	139	165	196	234	285	342	409	20%
APPLICATION SOFTWARE	15	19	22	26	32	39	47	56	20%
SYSTEM SOFTWARE	7	9	11	13	15	18	22	26	19%
PROFESSIONAL SERVICES	173	212	252	301	359	438	526	631	20%
OTHER	10	12	14	17	21	25	30	36	20%
TOTAL	3146	3524	3923	4368	4885	5486	6165	6948	12%





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ANDERSEN INDUSTRIES REV. \$50M- \$150M

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)	CAGR 92-97
CROSS INDUSTRY MARKETS									
MAINFRAME APPLICATION SOFTWARE									0.2
ACCOUNTING	151	158	164	170	178	184	200	210	5%
EDUCATION & TRAINING	11	11	11	12	12	12	12	13	2%
ENGINEERING & SCIENTIFIC	29	32	34	37	40	43	46	50	8%
HUMAN RESOURCES	53	56	59	62	65	68	72	76	5%
OFFICE SYSTEMS	33	33	34	35	35	36	37	38	2%
PLANNING & ANALYSIS	40	43	47	50	54	57	60	64	7%
SALES & MARKETING	38	40	43	45	48	51	54	57	6%
SUB-TOTAL	355	373	391	411	432	451	481	507	5%
									ERR
MINICOMPUTER APPLICATION SOFTWARE									0.2
ACCOUNTING	112	120	126	134	142	150	160	169	6%
EDUCATION & TRAINING	5	5	5	6	6	6	6	6	1%
ENGINEERING & SCIENTIFIC	48	53	58	64	70	78	85	93	10%
HUMAN RESOURCES	53	55	59	64	69	75	80	86	8%
OFFICE SYSTEMS	113	122	132	142	154	166	179	193	8%
PLANNING & ANALYSIS	34	36	36	36	36	36	36	36	0%
SALES & MARKETING	15	16	17	18	19	20	21	22	6%
SUB-TOTAL	380	407	433	464	495	531	567	607	7%
									ERR
PC/WORKSTATION APPLICATION SOFTWARE									0.2
ACCOUNTING	187	210	240	280	320	380	480	566	18%
EDUCATION & TRAINING	24	26	28	31	35	41	48	54	13%
ENGINEERING & SCIENTIFIC	53	61	70	80	92	106	122	140	15%
HUMAN RESOURCES	35	42	52	64	78	100	128	160	25%
OFFICE SYSTEMS	334	379	433	510	580	700	872	1030	18%
PLANNING & ANALYSIS	250	300	360	432	518	622	746	895	20%
SALES & MARKETING	14	16	19	23	28	36	49	61	25%
SUB-TOTAL	896	1034	1202	1420	1651	1985	2445	2907	19%
									ERR
CROSS-INDUSTRY APPLIC. SOFTWARE									
ACCOUNTING	450	488	530	584	640	714	840	945	11%
EDUCATION & TRAINING	40	43	45	48	53	59	66	73	9%
ENGINEERING & SCIENTIFIC	130	145	162	181	202	227	253	283	12%
HUMAN RESOURCES	141	153	170	190	212	243	280	322	13%
OFFICE SYSTEMS	480	534	599	687	769	902	1088	1261	15%
PLANNING & ANALYSIS	324	379	443	518	608	715	842	995	17%
SALES & MARKETING	7	72	78	86	95	107	124	141	12%
TOTAL	1572	1814	2027	2294	2578	2967	3493	4021	14%



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ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
CROSS INDUSTRY MARKETS								
MAINFRAME APPLICATION SOFTWARE								
ACCOUNTING	757	790	820	850	890	920	1000	1048
EDUCATION & TRAINING	55	56	56	58	60	61	62	63
ENGINEERING & SCIENTIFIC	146	158	170	185	200	215	230	248
HUMAN RESOURCES	265	280	295	310	325	340	360	379
OFFICE SYSTEMS	163	166	170	173	176	180	184	188
PLANNING & ANALYSIS	200	216	233	252	270	287	300	320
SALES & MARKETING	190	200	213	225	240	254	270	287
SUB-TOTAL	1776	1866	1957	2053	2161	2257	2406	2533
MINICOMPUTER APPLICATION SOFTWARE								
ACCOUNTING	560	600	630	670	710	750	800	847
EDUCATION & TRAINING	26	27	27	28	28	29	29	29
ENGINEERING & SCIENTIFIC	241	265	290	320	350	390	425	467
HUMAN RESOURCES	265	275	295	320	345	375	400	431
OFFICE SYSTEMS	565	610	660	710	768	830	895	966
PLANNING & ANALYSIS	170	178	180	180	180	180	180	180
SALES & MARKETING	75	80	84	90	95	100	106	112
SUB-TOTAL	1902	2035	2166	2318	2476	2654	2835	3034
PC/WORKSTATION APPLICATION SOFTWARE								
ACCOUNTING	933	1050	1200	1400	1600	1900	2400	2831
EDUCATION & TRAINING	120	130	140	155	175	205	240	271
ENGINEERING & SCIENTIFIC	264	304	350	400	460	530	610	701
HUMAN RESOURCES	173	210	260	320	390	500	640	800
OFFICE SYSTEMS	1672	1895	2165	2550	2900	3500	4360	5151
PLANNING & ANALYSIS	1250	1500	1800	2160	2590	3110	3730	4475
SALES & MARKETING	70	80	95	115	140	180	245	306
SUB-TOTAL	4482	5169	6010	7100	8255	9925	12225	14536
CROSS-INDUSTRY APPLIC. SOFTWARE								
ACCOUNTING	2250	2440	2650	2920	3200	3570	4200	4727
EDUCATION & TRAINING	201	213	223	241	263	295	331	364
ENGINEERING & SCIENTIFIC	651	727	810	905	1010	1135	1265	1416
HUMAN RESOURCES	703	765	850	950	1060	1215	1400	1609
OFFICE SYSTEMS	2400	2671	2995	3433	3844	4510	5439	6305
PLANNING & ANALYSIS	1620	1894	2213	2592	3040	3577	4210	4976
SALES & MARKETING	335	360	392	430	475	534	621	705
TOTAL	8160	9070	10133	11471	12892	14836	17466	20103



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ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
TOTAL								
TURNKEY SYSTEMS	3066	3376	3695	4039	4419	4839	5315	5829
EQUIPMENT	1444	1528	1640	1756	1840	1973	2166	2325
SOFTWARE PRODUCTS	1132	1277	1397	1563	1725	1923	2112	2336
APPLICATIONS	974	1110	1214	1373	1515	1691	1855	2057
SYSTEMS	158	167	183	190	210	232	257	279
PROFESSIONAL SERVICES	491	571	659	719	853	943	1036	1167
APPLICATIONS SOFTWARE PRODUCTS	2503	2828	3209	3641	4181	4806	5547	6429
MAINFRAME	646	685	730	763	800	844	918	973
MIDRANGE	1123	1247	1366	1494	1660	1833	2034	2244
WORKSTATION/PC	733	896	1114	1384	1721	2129	2595	3211
PROFESSIONAL SERVICES	5100	5622	6159	6735	7363	8052	8807	9649
CONSULTING	1257	1386	1573	1760	1975	2239	2514	2832
CUSTOM SOFTWARE	3103	3414	3632	3944	4260	4566	4886	5250
EDUCATION/TRAINING	741	821	954	1031	1129	1247	1407	1567
SYSTEMS INTEGRATION	1174	1471	1744	2078	2482	3026	3633	4360
EQUIPMENT	414	527	623	741	885	1076	1291	1547
APPLICATION SOFTWARE	57	70	83	98	119	146	176	212
SYSTEM SOFTWARE	26	34	40	47	56	69	81	97
PROFESSIONAL SERVICES	639	793	943	1126	1345	1640	1971	2367
OTHER	37	47	55	65	78	95	114	137
TOTAL	11843	13296	14808	16492	18445	20723	23302	26267



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ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
OTHER PROCESS	224	245	270	297	327	359	396	435
TURNKEY SYSTEMS	107	118	130	142	157	172	190	209
EQUIPMENT	81	88	97	107	118	130	143	157
SOFTWARE PRODUCTS	70	76	84	92	102	112	123	136
APPLICATIONS	11	12	13	15	16	18	20	22
SYSTEMS	36	39	43	47	52	57	63	70
PROFESSIONAL SERVICES	238	273	313	360	414	479	573	671
APPLICATIONS SOFTWARE PRODUCTS	68	73	77	81	85	90	112	122
MAINFRAME	83	92	103	115	129	142	158	176
MIDRANGE	88	108	133	163	201	247	304	373
WORKSTATION/PC	848	962	1061	1162	1272	1394	1528	1678
PROFESSIONAL SERVICES	204	232	267	300	334	379	428	484
CONSULTING	324	590	629	685	744	802	864	932
CUSTOM SOFTWARE	120	140	165	176	194	213	236	263
EDUCATION/TRAINING	68	144	161	182	208	239	274	312
SYSTEMS INTEGRATION	30	64	71	80	92	105	121	138
EQUIPMENT	2	4	5	5	6	7	8	9
APPLICATION SOFTWARE	2	4	5	5	6	7	8	9
SYSTEM SOFTWARE	32	68	76	86	98	112	129	147
PROFESSIONAL SERVICES	2	4	5	5	6	7	8	9
OTHER	1377	1625	1805	2000	2221	2471	2771	3096
TOTAL								





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
PHARMACEUTICALS	11	12	14	15	16	18	20	22
TURNKEY SYSTEMS	5	6	6	7	8	9	9	10
EQUIPMENT	4	4	5	5	6	6	7	8
SOFTWARE PRODUCTS	3	4	4	5	5	6	6	7
APPLICATIONS	1	1	1	1	1	1	1	1
SYSTEMS	2	2	2	2	3	3	3	3
PROFESSIONAL SERVICES	20	24	27	32	37	43	51	61
APPLICATIONS SOFTWARE PRODUCTS	3	4	4	4	4	5	6	6
MAINFRAME	8	9	10	11	13	14	15	17
MIDRANGE	9	11	13	16	20	25	30	37
WORKSTATION/PC	42	48	53	58	64	70	76	84
PROFESSIONAL SERVICES	10	12	13	15	17	19	21	24
CONSULTING	26	30	31	34	37	40	43	47
CUSTOM SOFTWARE	6	7	8	9	10	11	12	13
EDUCATION/TRAINING	3	7	8	9	10	12	14	16
SYSTEMS INTEGRATION	2	3	4	4	5	5	6	7
EQUIPMENT	0.1	0.2	0.2	0.3	0.3	0.4	0.4	0.5
APPLICATION SOFTWARE	0.1	0.2	0.2	0.3	0.3	0.4	0.4	0.5
SYSTEM SOFTWARE	2	3	4	4	5	6	6	7
PROFESSIONAL SERVICES	0.1	0.2	0.2	0.3	0.3	0.4	0.4	0.5
OTHER	77	91	102	114	127	143	161	182
TOTAL								



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ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
PROCESS								
CHEMICAL								
TURNKEY SYSTEMS	56	61	68	74	82	90	99	109
EQUIPMENT	27	29	32	36	39	43	47	52
SOFTWARE PRODUCTS	20	22	24	27	30	32	36	39
APPLICATIONS	17	19	21	23	26	28	31	34
SYSTEMS	3	3	3	4	4	4	5	5
PROFESSIONAL SERVICES	9	10	11	12	13	14	16	17
APPLICATIONS SOFTWARE PRODUCTS	49	56	63	72	82	95	114	133
MAINFRAME	17	18	19	20	21	23	28	30
MIDRANGE	16	17	19	21	24	26	29	32
WORKSTATION/PC	16	20	25	31	38	46	57	70
PROFESSIONAL SERVICES	212	241	265	290	318	349	382	420
CONSULTING	51	58	67	75	84	95	107	121
CUSTOM SOFTWARE	131	148	157	171	186	201	216	233
EDUCATION/TRAINING	30	35	41	44	48	53	59	66
SYSTEMS INTEGRATION	17	36	40	46	52	60	69	78
EQUIPMENT	8	16	18	20	23	26	30	34
APPLICATION SOFTWARE	1	1	1	1	2	2	2	2
SYSTEM SOFTWARE	1	1	1	1	2	2	2	2
PROFESSIONAL SERVICES	8	17	19	22	25	28	32	37
OTHER	1	1	1	1	2	2	2	2
TOTAL	334	394	436	482	534	593	663	739



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
WHOLESALE								
TURNKEY SYSTEMS	487	523	560	604	653	684	730	783
EQUIPMENT	229	235	246	260	268	273	292	306
SOFTWARE PRODUCTS	180	199	213	235	257	275	293	317
APPLICATIONS	155	173	185	207	226	242	258	280
SYSTEMS	25	26	28	28	31	33	35	37
PROFESSIONAL SERVICES	78	89	101	109	128	136	145	160
APPLICATIONS SOFTWARE PRODUCTS	527	587	662	743	845	958	1083	1243
MAINFRAME	245	255	268	275	287	298	317	331
MIDRANGE	122	137	152	168	186	200	226	250
WORKSTATION/PC	160	195	242	300	372	460	540	662
PROFESSIONAL SERVICES	351	380	409	439	472	505	542	583
CONSULTING	81	88	98	109	122	135	148	164
CUSTOM SOFTWARE	217	235	248	260	273	286	297	311
EDUCATION/TRAINING	53	57	63	70	77	84	97	108
SYSTEMS INTEGRATION	156	182	210	243	285	332	384	446
EQUIPMENT	54	63	73	84	99	115	133	154
APPLICATION SOFTWARE	6	7	8	9	11	13	15	17
SYSTEM SOFTWARE	5	6	7	8	9	11	12	14
PROFESSIONAL SERVICES	87	101	117	136	159	185	214	249
OTHER	4	5	5	6	7	8	10	11
TOTAL	1521	1672	1841	2029	2255	2479	2739	3055



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
CPG								
TURNKEY SYSTEMS	98	108	119	130	143	158	174	192
EQUIPMENT	46	49	52	56	59	63	70	75
SOFTWARE PRODUCTS	36	41	45	51	56	63	70	78
APPLICATIONS	31	36	39	45	49	56	61	68
SYSTEMS	5	5	6	6	7	8	8	9
PROFESSIONAL SERVICES	16	18	21	23	28	31	35	39
APPLICATIONS SOFTWARE PRODUCTS	69	78	88	100	115	133	153	178
MAINFRAME	13	14	15	16	17	18	19	21
MIDRANGE	37	41	44	48	53	59	65	72
WORKSTATION/PC	19	23	29	36	45	56	69	85
PROFESSIONAL SERVICES	156	171	187	205	224	245	269	295
CONSULTING	39	43	48	54	61	69	77	87
CUSTOM SOFTWARE	94	103	110	120	129	139	148	159
EDUCATION/TRAINING	23	25	29	31	34	38	43	48
SYSTEMS INTEGRATION	40	47	57	68	82	102	124	150
EQUIPMENT	14	16	20	24	29	35	43	52
APPLICATION SOFTWARE	2	2	3	4	4	5	6	8
SYSTEM SOFTWARE	1	1	1	1	2	2	3	3
PROFESSIONAL SERVICES	22	26	31	38	45	56	68	82
OTHER	1	2	2	2	3	3	4	5
TOTAL	363	404	451	504	565	638	720	814





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
CONSUMER								
FOOD								
TURNKEY SYSTEMS	210	232	255	280	306	338	373	411
EQUIPMENT	99	105	112	120	125	135	149	160
SOFTWARE PRODUCTS	78	88	97	109	121	136	150	166
APPLICATIONS	67	77	84	96	106	120	132	147
SYSTEMS	11	11	13	13	14	16	18	20
PROFESSIONAL SERVICES	34	40	46	50	60	67	74	84
APPLICATIONS SOFTWARE PRODUCTS	207	236	270	309	354	408	471	547
MAINFRAME	29	31	33	35	37	39	42	44
MIDRANGE	118	131	145	161	179	198	220	244
WORKSTATION/PC	61	74	92	113	139	170	210	258
PROFESSIONAL SERVICES	334	366	401	439	480	526	576	631
CONSULTING	83	91	103	116	130	148	166	187
CUSTOM SOFTWARE	202	221	235	256	277	297	318	342
EDUCATION/TRAINING	49	53	62	67	73	81	92	103
SYSTEMS INTEGRATION	85	101	122	147	177	219	265	322
EQUIPMENT	29	35	42	51	61	76	92	111
APPLICATION SOFTWARE	4	5	6	8	9	11	14	17
SYSTEM SOFTWARE	2	2	2	3	4	4	5	7
PROFESSIONAL SERVICES	47	55	67	80	97	120	146	177
OTHER	3	3	4	5	6	7	9	10
TOTAL	836	935	1047	1173	1317	1491	1686	1910



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
DISCRETE/INDUSTRIAL MFG								
TURNKEY SYSTEMS	716	793	871	954	1046	1154	1274	1402
EQUIPMENT	337	357	383	410	428	462	509	547
SOFTWARE PRODUCTS	265	301	331	372	411	463	511	568
APPLICATIONS	228	262	288	327	362	408	450	501
SYSTEMS	37	39	43	45	49	55	61	67
PROFESSIONAL SERVICES	115	135	157	172	206	229	253	287
APPLICATIONS SOFTWARE PRODUCTS	504	569	646	732	844	973	1121	1301
MAINFRAME	98	105	113	120	126	134	143	152
MIDRANGE	268	296	323	350	390	431	477	525
WORKSTATION/PC	138	168	210	262	328	407	501	624
PROFESSIONAL SERVICES	1142	1249	1368	1498	1639	1795	1965	2154
CONSULTING	285	312	353	394	444	504	566	638
CUSTOM SOFTWARE	690	755	803	874	945	1013	1085	1167
EDUCATION/TRAINING	167	182	212	229	250	277	314	350
SYSTEMS INTEGRATION	291	345	415	500	603	746	905	1098
EQUIPMENT	101	119	143	173	209	258	313	380
APPLICATION SOFTWARE	15	18	22	26	31	39	47	57
SYSTEM SOFTWARE	6	7	8	10	12	15	18	23
PROFESSIONAL SERVICES	160	189	228	275	331	410	497	603
OTHER	9	11	14	16	20	24	29	36
TOTAL	2652	2956	3300	3685	4131	4668	5265	5955



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
PROCESS/CONSUMER MFG								
TURNKEY SYSTEMS	677	750	824	902	988	1091	1204	1325
EQUIPMENT	318	337	363	388	405	437	482	517
SOFTWARE PRODUCTS	250	285	313	352	389	438	483	537
APPLICATIONS	215	248	272	310	342	386	425	474
SYSTEMS	35	37	41	42	47	52	58	63
PROFESSIONAL SERVICES	108	128	148	162	195	217	239	271
APPLICATIONS SOFTWARE PRODUCTS	476	538	610	692	797	919	1060	1230
MAINFRAME	93	99	107	113	119	127	135	143
MIDRANGE	253	280	305	331	368	408	451	497
WORKSTATION/PC	130	159	198	248	310	385	474	590
PROFESSIONAL SERVICES	1079	1181	1293	1416	1550	1697	1858	2037
CONSULTING	269	295	334	373	420	477	535	603
CUSTOM SOFTWARE	652	714	759	826	893	958	1026	1103
EDUCATION/TRAINING	158	172	200	217	237	262	297	331
SYSTEMS INTEGRATION	275	326	392	473	570	705	856	1038
EQUIPMENT	95	113	136	164	197	244	296	359
APPLICATION SOFTWARE	14	17	20	24	30	37	45	54
SYSTEM SOFTWARE	6	7	8	10	12	14	17	21
PROFESSIONAL SERVICES	151	179	215	260	313	387	470	570
OTHER	9	11	13	15	19	23	28	34
TOTAL	2507	2794	3119	3483	3905	4412	4977	5630



INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
ELECTRONICS								
TURNKEY SYSTEMS	448	496	545	596	653	721	796	876
EQUIPMENT	210	223	240	256	268	289	318	342
SOFTWARE PRODUCTS	166	188	207	232	257	289	320	355
APPLICATIONS	142	164	180	205	226	255	281	313
SYSTEMS	23	24	27	28	31	34	38	42
PROFESSIONAL SERVICES	72	84	98	107	129	143	158	179
APPLICATIONS SOFTWARE PRODUCTS	315	356	404	458	527	608	701	813
MAINFRAME	61	66	71	75	79	84	89	95
MIDRANGE	167	185	202	219	244	270	298	328
WORKSTATION/PC	86	105	131	164	205	254	313	390
PROFESSIONAL SERVICES	713	781	855	936	1024	1122	1228	1347
CONSULTING	178	195	221	247	277	315	354	399
CUSTOM SOFTWARE	431	472	502	546	591	633	678	729
EDUCATION/TRAINING	104	114	132	143	156	173	196	219
SYSTEMS INTEGRATION	182	215	259	313	377	466	566	686
EQUIPMENT	63	75	90	108	130	161	196	237
APPLICATION SOFTWARE	9	11	13	16	20	24	29	36
SYSTEM SOFTWARE	4	4	5	6	8	9	12	14
PROFESSIONAL SERVICES	100	118	142	172	207	256	311	377
OTHER	6	7	8	10	12	15	18	22
TOTAL	1658	1848	2062	2303	2582	2917	3291	3722





INPUT FORECAST SEGMENTED BY  
ANDERSEN INDUSTRIES

SEGMENTATION	1991 (\$M)	1992 (\$M)	1993 (\$M)	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	2000 (\$M)
INDUSTRIAL								
AUTO (SUPPLIERS)								
TURNKEY SYSTEMS	140	155	170	186	204	225	249	274
EQUIPMENT	66	70	75	80	84	90	100	107
SOFTWARE PRODUCTS	52	59	65	73	80	90	100	111
APPLICATIONS	45	51	56	64	71	80	88	98
SYSTEMS	7	8	8	9	10	11	12	13
PROFESSIONAL SERVICES	22	26	31	34	40	45	49	56
APPLICATIONS SOFTWARE PRODUCTS	98	111	126	143	165	190	219	254
MAINFRAME	19	21	22	23	25	26	28	30
MIDRANGE	52	58	63	68	76	84	93	103
WORKSTATION/PC	27	33	41	51	64	80	98	122
PROFESSIONAL SERVICES	223	244	267	293	320	351	384	421
CONSULTING	56	61	69	77	87	99	111	125
CUSTOM SOFTWARE	135	147	157	171	185	198	212	228
EDUCATION/TRAINING	33	36	41	45	49	54	61	68
SYSTEMS INTEGRATION	57	67	81	98	118	146	177	214
EQUIPMENT	20	23	28	34	41	50	61	74
APPLICATION SOFTWARE	3	4	4	5	6	8	9	11
SYSTEM SOFTWARE	1	1	2	2	2	3	4	4
PROFESSIONAL SERVICES	31	37	45	54	65	80	97	118
OTHER	2	2	3	3	4	5	6	7
TOTAL	518	577	644	720	807	912	1028	1163



VII  
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### Industry Sector Definitions

Industry Sector	SIC Code	Description
Business Services	65xx	Real estate
	70xx	Hotels, rooming houses, camps, and other lodging places
	72xx	Personal services
	73xx	Business services (except hotel reservation services in 7389)
	7389x	Hotel reservation services
	75xx	Automotive repair, services and parking
	76xx	Miscellaneous repair services
	78xx	Motion pictures
	79xx	Amusement and recreation services
	81xx	Legal services
	83xx	Social services
	84xx	Museums, art galleries, and botanical/zoological gardens
	86xx	Membership organizations
	87xx	Engineering, accounting, research, management, and related services
	89xx	Miscellaneous services
Federal Government	9xxx	
State and Local Government	9xxx	
Miscellaneous Industries	01xx	Agricultural production - crops
	02xx	Agricultural production - livestock/animals
	07xx	Agricultural services
	08xx	Forestry
	09xx	Fishing, hunting and trapping
	15xx	Building construction - general contractors, operative builders
	16xx	Heavy construction - contractors
	17xx	Construction - special trade contractors



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# Industry Sector Definitions

Industry Sector	SIC Code	Description
Discrete Manufacturing	23xx	Apparel and other finished products
	25xx	Furniture and fixtures
	27xx	Printing, publishing and allied industries
	31xx	Leather and leather products
	34xx	Fabricated metal products, except machinery and transportation equipment
	35xx	Industrial and commercial machinery and computer equipment
	36xx	Electronic and other electrical equipment and components, except computer equipment
	37xx	Transportation equipment
	38xx	Instruments; photo/med/optical goods; watches/clocks
	39xx	Miscellaneous manufacturing industry
Process Manufacturing	10xx	Metal mining
	12xx	Coal mining
	13xx	Oil and gas extraction
	14xx	Mining/quarrying nonmetallic minerals
	20xx	Food and kindred products
	21xx	Tobacco products
	22xx	Textile mill products
	24xx	Lumber and wood products, except furniture
	26xx	Paper and allied products
	28xx	Chemicals and allied products
	29xx	Petroleum refining and related industries
	30xx	Rubber and miscellaneous plastic products
	32xx	Stone, clay, glass and concrete products
	33xx	Primary metal industries
Transportation Services	40xx	Railroad transport
	41xx	Public transit/transport
	42xx	Motor freight transport/warehousing
	43xx	U.S. Postal Service
	44xx	Water transportation
	45xx	Air transportation (including airline reservation services in 4512)
	46xx	Pipelines, except natural gas
	47xx	Transportation services (including 472x, arrangement of passenger transportation)



VII  
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### Industry Sector Definitions

Industry Sector	SIC Code	Description
Telecommunications	48xx	Communications
Utilities	49xx	Electric, gas and sanitary services
Retail Distribution	52xx 53xx 54xx 55xx 56xx 57xx 58xx 59xx	Building materials General merchandise stores Food stores Automotive dealers, gas stations Apparel and accessory stores Home furniture, furnishings and accessory stores Eating and drinking places Miscellaneous retail
Wholesale Distribution	50xx 51xx	Wholesale trade - durable goods Wholesale trade - nondurable goods
Banking and Finance	60xx 61xx 62xx 67xx	Depository institutions Nondepository institutions Security and commodity brokers, dealers, exchanges and services Holding and other investment offices
Insurance	63xx 64xx	Insurance carriers Insurance agents, brokers and services
Health Services	80xx	Health services
Education	82xx	Educational services

